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## **Terms of Reference (TOR)**

### **For Consultant For Deal Source Africa Webinar Session**

## **Invitation letter**

Dear Sir / Madam,

Impact Investing Ghana (hereinafter referred to as IIGh) is pleased to invite you to apply for the provision of Consultancy Services for a Deal Source Africa Webinar Session for businesses as detailed in this TOR.

**Interested consultants are required to submit their responses no later than April 7th, 2025 at 5:00 pm via email to these addresses [justina.mensah@impactinvestinggh.org](mailto:justina.mensah@impactinvestinggh.org), [doris.mensah@impactinvestinggh.org](mailto:doris.mensah@impactinvestinggh.org), [eyram.mudey@dealsourceafrica.co](mailto:eyram.mudey@dealsourceafrica.co) with [info@impactinvestinggh.org](mailto:info@impactinvestinggh.org) in copy. If you are interested in submitting a response to this TOR;**

Consultants are required to submit the following;

- CV and profile of consultants highlighting relevant experience
- Quotation (Budget Breakdown)

Approved by:

Doris Mensah  
(Procurement Officer)

### **About Deal Source Africa and Pre Deal Room Webinars**

Deal Source Africa is a comprehensive program to connect businesses to investors, transaction advisors and connect impact funds to limited partners. The program includes deal rooms, impact fund showcases, and a digital platform. The program was developed to close the funding gap in the African ecosystem and help SMEs and innovative vehicles in the African ecosystem secure funding. The deal rooms are curated sessions where pre-screened businesses are connected to investors for initial conversations. The goal is to start conversations that can lead to investment deals in the future. The Pre-deal Room Webinars are Sessions organized for businesses to expose them to thematic areas in the investment process. The goal is to equip businesses that are fundraising with the relevant knowledge for their fundraising journey. The webinar is for a duration of 1 hour, and 30 minutes and covers the presentation and question and answer times.

### **Objectives:**

IIGh is seeking a transaction advisor to provide training on **"Relevance Of A Strong Team For Fundraising"**

#### SCOPE OF WORK

1. Develop comprehensive training material and resources on the relevance of a strong team for fundraising.
2. Train participants on the qualities to look out for when selecting a managerial team.
3. Provide relevant case studies for participants to understand and gain practical skills on the relevance of a strong team for fundraising.
4. Provide opportunities for participants to engage and ask questions.

Selection for a contract award will be made based on the following criteria:

- Experience with helping entrepreneurs raise significant amounts of money from impact venture funds.
- Demonstrated knowledge of the fund selection process, due diligence process, and internal operations of impact venture funds.
- Training and facilitation experience and skills.

**Budget for the project: Ghc 8,700**

### **Timelines**

TOR Posting – April 3rd, 2025

TOR Response deadline – 7th April 2025 at 5:00 pm

**The Deal Source Africa Webinar is scheduled for 14th April 2025 at 10 am.**

### **Contact Information**

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

Doris Mensah

+233 24 940 7688

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subject: **TOR for Consultant For Deal Source Africa Webinar Session**