



Southern Africa Trade and Investment Hub (the Hub)

REQUEST FOR EXPRESSION OF INTEREST (EOI)

No. EOI-SATIH-PRE-001

Increasing Investment through Capital Advisory and Investment Facilitation

Issuance Date: **June 11, 2019**

Closing Date/Time for submission of Expression of Interest: **June 24, 2019 10:00 hours (Central African Time).**

PURPOSE

The purpose of this announcement is to solicit Expressions of Interest (EOIs) for the engagement of qualified, legally registered South African non-profit, for-profit and non governmental organizations for the provision of professional services for further advance the objectives of the USAID's Southern Africa Trade & Investment Hub (the Hub).

USAID's Southern Africa Trade & Investment Hub is funded by the United States Agency for International Development (USAID) and is being implemented by DAI, a global development company. The Hub project, located in Pretoria, South Africa, is a five-year project that seeks to increase regional trade and investment as well as agricultural value chain competitiveness in Southern Africa. The project will help the Southern Africa region, including Southern Africa Development Community (SADC) Member States, the private sector, and civil society organizations realize greater regional and global trade linkages and export-oriented business development. These objectives are underpinned by an improved regional trade and investment enabling environment coupled with increased agricultural value chain competitiveness supporting intra-regional trade.

Through this Request for Expression of Interest, DAI is seeking to identify firms and organizations that have experience in facilitating private equity and investment transactions work with the goal of increasing the flow of capital into the markets. The Hub aims to contribute substantively to fill knowledge gaps facing the frontier market investment sector and increase investment transactions and capital flows from the U.S. and the region into growth enterprises and industries.

BACKGROUND

The Hub has worked with funds, investors, banks and institutions to facilitate capital flow in emerging markets. To date, \$164 million in investment has been facilitated by the Hub through investment facilitation and financing. Given the increased interest in and funding for emerging markets and in particular, private equity (PE) and venture capital (VC) funds, DAI is issuing this Request for Expression of Interest (EOI) for the Southern Africa Trade and Investment Hub.

The purpose of the Request for EOI is to encourage firms in the market to provide ideas and insights into how the Hub can more effectively provide incentives and de-risking mechanisms

for increased investment capital to move into the market, and to support a more dynamic capital market, particularly for investments of less than \$50 million. The Hub anticipates awarding multiple contracts to provide transaction advisory services and supporting services through cost-sharing schemes and partnerships for private sector-led commercial endeavors to increase U.S. and global investment into growth enterprises and industries in sub-Saharan Africa. Short-listed respondents to this EOI process will be included in future tenders as well as given the opportunity to shape the Hub's strategy.

The Hub will plan a co-creation workshop in early July 2019 with market actors to discuss and design the Hub's capital advisory services work going forward. The Hub will invite selected firms and organizations which have been shortlisted from this EOI process to present their ideas for inclusion in the Hub's partnerships and strategy. The Hub reserves the right to include other stakeholders.

The Hub will pre-qualify specialized organizations in the region who have experience providing services in the following specialized areas: investment deal facilitation, market system strengthening across the financial sector, pipeline development for private equity and other forms of investment, mapping of market system players across the financial sector including but not limited to capital markets, private equity, debt, mezzanine and other forms of financing in emerging markets context.

Pre-qualified organizations may be invited to participate in the co-creation workshop referenced above and to respond to a future solicitation, and/or multiple solicitations. Applicants must be licensed and legally organized businesses, organizations, or firms. Individual consultants will not be considered for this EOI process.

RESPONSE SUBMISSION DEADLINE AND COMMUNICATION PROTOCOL

The deadline for responding to this Request for EOI is **Monday, June 24, 2019 09:00 hours Central African Time**. Responses received after the deadline will not be reviewed and will be discarded by DAI, subject to the discretion of the project's management. Responses may be emailed to SATIH_ProcurementINBOX@dai.com. Only responses submitted electronically to this address will be accepted. Please address the subject of the email **"Expression of Interest – Increasing Investment through Capital Advisory and Investment Facilitation"**.

Please do not contact Hub employees regarding this Request for EOI. No questions will be answered by phone. Any verbal information received shall not be considered as an official response to any question regarding this Request for EOI.

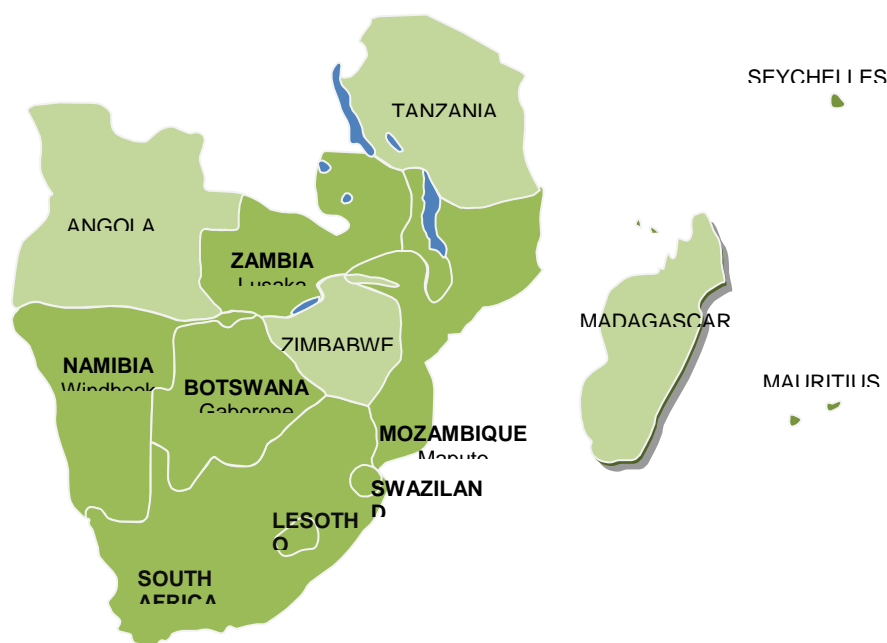
All information provided by vendors in EOIs will be treated confidentially. DAI will not use the information in any other context or setting and we will not reveal details to other parties.

SCOPE OF WORK/AREAS OF INTEREST

The scope of any future tenders for capital advisory services work will include two types of support:

1. Firm level transactional support – working with investors and investees on capital advisory to assist with closing of investments in the region. Services might include:
 - Due diligence support
 - Market assessment
 - Business plan assessment

- Pipeline development
 - Other types of capital advisory assistance
2. Working at the market system level of capital markets in helping to strengthen the overall investment climate and capacity of the private sector to invest broadly through:
- Training and development of fund managers
 - Mapping of the overall market system that supports investment
 - De-risking mechanisms
 - Capital markets strengthening
 - Conferences/Awards



Map of the Southern Africa Trade and Investment Hub coverage

OBLIGATIONS

DAI will not reimburse respondents for the costs incurred with preparing a response or attending the co-creation workshop, nor does issuance of this Request for EOI obligate DAI to award a resulting subcontract. If an applicant is found to have made false or misleading claims or statements, obtains confidential information, or receives improper assistance, DAI reserves the right to reject an EOI submitted by or on behalf of that applicant. This EOI is not, nor should it be understood to be, a commitment by DAI to issue any contracts for services.

CLARIFICATION OF SUBMISSIONS

DAI may require a respondent to submit additional information in order to better judge a response.

FACTORS FOR CONSIDERATION

Respondents are expected to write an explanation about how they can address each of the areas of interest by DAI. In addition, Respondents to this Request for EOI should submit a capability statement that demonstrates their ability and experience in delivering on one or

more of the services listed under Scope of Work/Area of Interest. Respondents should also present the binding constraints to investment and suggested possible innovative solutions. Responses will be used to determine if vendors shall be pre-qualified and invited to participate in a co-creation workshop and future tenders.

- General Technical Approach:
 - Demonstrated ability and evidence of capital advisory work and evidence of 3 closed transactions.
 - Best use of US government subsidies and financial products to accelerate investments and closed transactions.
 - Innovative methods to catalyze US investment into the continent.
- The respondent is registered and licensed in the host country to perform the work outlined above
- The respondent can prove that they have the necessary financial resources to perform the work.
- Summarized profiles of up to five (5) individuals on staff, or available to the respondent, who can perform the scope of work (Summarized profiles to be included in an Annex)
- Three (3) client references and descriptions illustrating relevant experience delivering the required services

RESPONSE FORMAT

Applicants must complete their responses, in English, following the specifications outlined below. The response format consists of three sections. Please submit your concept as a Microsoft Word document no longer than **four pages** in length, including the cover letter. Summarized staff profiles may be submitted as an Annex in addition to the four-page response.

Section 1: **VENDOR INFORMATION**

Section Number	Description
1.0	Vendor Information: Company Name, Address and Phone Number, Form of Incorporation (corporation, partnership, NGO, etc.) and/or business license, Number in Years in Business, Number of Employees (full and part-time), Name of Managing Director, History of organization and Cover Letter

Section 2: **FACTORS FOR CONSIDERATION**

2.0	Responses to each of the factors for consideration stated above
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Section 3 **CLIENT REFERENCE:**

3.0	Include {three references} Client References, each reference <u>must</u> include the following: -Client Name, address, Point of Contact Name, Telephone number, email, description of work performed, dates of work performed.
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NOTIFICATION PROCESS

Upon receipt and review of Expressions of Interest DAI will notify successful applicants, if any, who have been selected for pre-qualification.

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