

Request for Proposals

2027 Africa Prize for Engineering Innovation Entrepreneurship Training Programme

www.raeng.org.uk/africaprize

Deadline for proposals: Monday 21 September 2026, 13:00 BST

Interviews held: Week beginning 28 September

Period of engagement: November 2026 – November 2027

Allocated budget: £135,000

Expressions of interest, clarification questions and submissions:

africaprize@raeng.org.uk

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Summary of invitation

The Royal Academy of Engineering is looking to procure an entrepreneurship training provider to consult, design and deliver a commercialisation training programme for the 2027 cohort of the Africa Prize for Engineering Innovation (Africa Prize) programme.

Participants will comprise up to 16 founders from sub-Saharan-Africa-based SMEs that are at a pre-scale-up stage, working across a variety of sectors. The training provider will need to consider participant and business needs both in the delivery of the programme and in the tailored offering made available for each participant and business. Training provider collaborations are welcome, particularly where this brings in more experience that reflects the diversity within the sub-Saharan African ecosystem.

We look forward to receiving your application.

Key dates

The indicative procurement timetable is set out below. Dates may change and any updates will be shared with all bidders.

Activity	Timeline
Information session	27 August, 12pm BST
Deadline for submissions	21 September, 12pm BST
Interviews	Week beginning 28 September
Award tender	Week beginning 5 October
Contracting	12-16 October
Onboarding	November 2026
Commencement of work	January 2027
End of contract	November 2027

Expressions of interest, clarification questions and submissions to:

africapriz@raeng.org.uk

Our mailbox limit is 25MB. If your documents exceed this, please submit a download link instead.

Outside of the Q&A session, we welcome any further queries in writing to the above email address. All questions and responses will be shared with all interested bidders.

Budget

The budget for the contract is £135,000 (inclusive of VAT).

The Academy will cover costs for training venues, catering and participant travel for the two in-person training weeks.

About our organisation

The Royal Academy of Engineering creates and leads a community of outstanding experts and innovators to engineer better lives. As a charity and a Fellowship, we deliver public benefit from excellence in engineering and technology and convene leading businesspeople, entrepreneurs, innovators and academics across engineering and technology. As a National Academy, we provide leadership for engineering and technology, and independent, expert advice to policymakers in the UK and beyond.

As an Academy we proactively seek to procure services from diverse teams and diverse suppliers. We expect the project to be delivered in line with our values of inclusion and diversity and to the highest ethical standards. Diverse perspectives should be considered in the development of proposals and outputs should be inclusive.

About the Africa Prize

The Africa Prize for Engineering Innovation, founded by the Royal Academy of Engineering, is Africa's biggest prize dedicated to engineering innovation. Running since 2014, it awards crucial commercialisation support to ambitious African innovators developing scalable engineering solutions to local challenges, demonstrating the importance of engineering as an enabler of improved quality of life and economic development.

Sixteen entrepreneurs, 'the shortlist', participate in an eight-month, hybrid, business training and mentoring programme. Towards the end of the training, the shortlisted entrepreneurs are asked to submit a second application, enabling them to demonstrate how they have implemented their learnings into their businesses. The judging panel review the second stage applications and select four finalists from the sixteen, who go on to pitch at the final event and be in with a chance of winning £50,000. All 16 entrepreneurs go on to become part of an

engaged and thriving alumni community.

Over the last twelve years, the programme has supported over 180 entrepreneurs from across sub-Saharan Africa. The businesses supported have gone on to create over 40,000 jobs, raise over \$34 million in funding, and bring over 670 products and services to market, with a reach of over 11 million beneficiaries.

The Prize is currently funded by the UK Government's Department for Business, Innovation, Science and Trade's (BIST) Official Development Assistance funding, as well as charitable trusts and foundations, individual donors and corporate partners.

Statement of requirements

Duration

This engagement begins in November 2026 with onboarding and preparation for the shortlist announcement and ends in November 2027 following the Africa Prize final. The timeline for key dates in Cycle 13 is detailed below.

Date	Cycle 13	Cycle 14
July 2026	Applications open	
September 2026	Applications close	
October - January 2027	Review of applications	
January 2027	Shortlist decided	
February 2027	Training begins	
15-21 March 2027	Shortlist come to London	
17 March 2027	Shortlist press release	
July 2027	Deadline for submission of stage 2 applications	Applications open
September 2027	Judges meet and determine finalists. Finalists press release.	Applications close
October 2027	Training and final event Winner press release	

Within the eight-month training programme, there will be two in-person segments:

- **Beginning of training programme – March 2027**

This will take place in London. The training programme will be designed in collaboration with the Academy team and is likely to include technical training, soft skills training and visits and networking in the UK relevant to

the innovations and desired impact. There will also likely be a media training session run by the designated communications agency. The shortlist will be announced to the public during this time.

- **End of training programme – October 2027**

This will take place in a location tbc on the African continent. In 2027 this will take place in either Rwanda or in Uganda. The final will take place midweek and the expectation is that the final training week will take place ahead of this event and end the day after the final.

Objectives

We are looking for an innovative and dynamic organisation/s to:

1. Deliver an enhanced end-to-end training programme, online and in person, for the 2027 Cycle 13 Africa Prize shortlist, enabling all 16 businesses to:
 - achieve their full commercial potential;
 - drive profit and value for society;
 - achieve social, economic and/or environmental impact; and
 - equip their team with the capacity to grow their businesses.
2. Provide a high degree of tailored commercialisation support, ensuring all programme activities and the overall programme structure are designed in line with the individual requirements of the Africa Prize shortlist and their businesses.
3. Utilise organisational networks to allow for further support in areas of need, integrating diversity and inclusion considerations in doing so.

Deliverables and KPIs

Objective 1 deliverables:

- Deliver all elements of the programme on time, to budget, and in line with agreed parameters (to be confirmed at the inception meeting), maintaining clear communication with the Academy.
- Attendance and leadership at both in-person training weeks, including the final, scheduled for March and October 2027 respectively.

KPIs:

- High level of participant satisfaction and feedback regarding the quality of the training received.
- Evidence of progress of all shortlist members across 10 entrepreneurial competency areas. More information on the competency areas can be found in Annex A.

- Bi-monthly meetings held with the Academy and feedback provided on a regular basis.
- Evidence of progress of all shortlist members against key metrics (to be provided by the Academy and to include increased understanding of their market(s) and relevant opportunities; changes in business and operational systems; changes in team and innovation development; and other significant business outcomes such as investment raised) reported in progress and final reports.

Objective 2 deliverables:

- A diagnostic analysis of each Africa Prize shortlist member's current knowledge, stage and intentions to inform targeted and tailored training and support. The Academy will share relevant awardee information collected during the application and onboarding survey to support this, including a diagnostic self-assessment of entrepreneurial competencies. The training provider will also have the opportunity to contribute to onboarding by proposing any specific questions, reflective exercises, or data collection activities such as interviews they wish to use with awardees.
- Creation of short business profiles for each entrepreneur that can be shared with product mentors and experts.
- Operational oversight of all individual programme tracks so all participants receive a tailored and meaningful experience of equal quality to their peers, with regular updates provided to the Academy.
- An overview of progress for each entrepreneur against the initial baseline assessment, alongside SMART objectives for the next two years.

KPIs:

- Evidence that different entrepreneur needs are taken into account in the delivery of the programme, e.g. format of training, timings etc.
- As part of the inception report, a clear overview of findings for each Africa Prize shortlist business and entrepreneur, including suggested areas of focus, both for the individual businesses as well as for the wider cohort.
- Clear, consistent and easy-to-follow business profiles, delivered within one month of the first training week in London.
- High level of participant satisfaction and feedback regarding the tailored support received.
- Evidence of progress against initial baseline assessments, alongside a 2-year plan of action for each business, in the final report.

Objective 3 deliverables:

- Relevant introductions and facilitation of meetings with experts, investors, and business mentors for the Africa Prize shortlist as needed for their specific business goals.

- Diversity of experts recruited to deliver training and tailored business sessions, taking into account a variety of considerations, including but not limited to ethnic, gender, sectoral expertise, language and regional considerations.

KPIs:

- Demonstrated evidence of shortlist members being connected with relevant stakeholders in relation to growing their businesses.
- Evidence of diversity of trainers and experts detailed in the inception report.

Learning objectives, utilising the Academy's Entrepreneurial Competency Framework

The 10 competency areas outlined in Annex A represent the key knowledge, skills, and behaviours that the Academy believes engineering and technology entrepreneurs need to succeed. As the portfolio of Academy programmes support entrepreneurs at different stages of development, some elements of these competencies may be more relevant to the participants in the Africa Prize for Engineering Innovation than others.

Please note, as this is the first year that the framework is being deployed, no specific targets for improvement will be set but we expect to see progress in general.

Delivery tools

We would like the training to integrate the following components:

- Peer-to-peer learning sessions: A key USP of the Africa Prize is the fact it is sector agnostic and we have found that a lot of benefit is derived from peer learning.
- Pitch design support: We would like every business to have an updated pitch deck when they have finished the programme.
- Expert sessions: A key USP of the Africa Prize is the opportunities available for tailored training and support. We would like the entrepreneurs to be able to sign up for a number of business expert sessions during the training programme on topics where their need is greatest. This will complement the technical product mentors that each entrepreneur will be matched with by the Academy in the onboarding process.

Experience

We are looking for a provider/s with:

- Capacity and resources to deliver a tailored training programme for 16 entrepreneurs over an 8-month period, starting with onboarding in November 2026 and ending with final reporting in November 2027.
- Company registration in a sub-Saharan African country
- A team that includes African members, with the majority of the team based in sub-Saharan Africa.
- At least five years' experience in delivering high-impact entrepreneurship training for early-stage start-ups in an African context. We would like to see evidence of unique insights and lessons learnt through this experience.
- Demonstrable knowledge of the entrepreneurship ecosystem in sub-Saharan Africa.
- Direct experience of starting up or developing new businesses.
- Direct experience of coaching and/or mentoring early-stage start-ups.
- Evidence of flexible approach to accommodate potential last-minute changes and ability to respond to the needs of the situation.
- Evidence of relevant networks that could support in connecting the entrepreneurs with VCs, or impact investors, for example. We are increasingly interested in relevant networks for Francophone and Lusophone participants.

Inclusion of French-speaking trainers, mentors and experts will be considered favourably.

Data collection

The Academy will lead on the development of the pre- and post-programme surveys, in collaboration with the nominated supplier. Suppliers are welcome to issue short feedback surveys after individual sessions and at the programme mid-point. Suppliers may also conduct other data collection exercises such as semi-structured interviews to gather information about outcomes. The Academy will ask suppliers to share their data collection plans in advance.

The successful supplier will be responsible for reporting to the Academy against the indicators listed below:

Activities and outputs:

- # of training sessions delivered
- % attendance rate
- # total hours of business mentoring provided
- # of expert sessions delivered
- #number of networking sessions that have provided access to opportunities

Outcomes:

- Business mentor/s, trainer and self-assessment (to complement Academy self-assessment framework) of increased understanding of their market(s) and relevant opportunities.
- Changes in business and operational systems; business strategies and growth plans
- Changes in team and innovation development
- (At mid-year) Any other significant business development events (for example, new commercial partnerships, funding leveraged, or markets entered).

The Academy will be responsible for collecting the data below via pre- and post-programme surveys, finalist applications and/or product mentor feedback mechanism.

Outcomes:

While we will monitor all of these outcomes during the period of the programme, we expect that some outcomes will see the most change after the programme period. This will be captured through the Academy's long-term monitoring and evaluation.

- Product mentor assessment of how approach to product development has changed
- # and description of commercial or funding relationships (sales, procurement, supply chain) resulting from participation on programme
- # of other useful connections made throughout the duration of the programme, and perceived importance of these connections
- Self-assessment/increased understanding of their market(s) and relevant opportunities
- # and description of commercial or funding relationships (sales, procurement, supply chain) resulting from Academy support
- £ funding leveraged (grants, equity)
- Increase in revenue
- Expansion to new markets

- Change in TRL level
- Changes in business and operational systems; business strategies and growth plans
- Changes in team and innovation development
- Examples of opportunities enabled by the Academy
- Perception of value of the programme

Working with the Academy

The service provider will be required to:

- Hold bi-monthly meetings with the Africa Prize team to update on progress and discuss future plans.
- Provide progress reports in an agreed format for the Academy at key milestones.

These should include:

An **inception report, post London training week** detailing:

- An analysis of findings from the baseline business assessments, including areas for focus, and confidence and wellbeing levels (the data for the baseline assessment will be provided by the Academy).
- Business profiles for each entrepreneur
- Overview of training implementation to date
- Details on trainers and experts involved in delivery of training
- Entrepreneur engagement
- Feedback and reflections from in-person training week
- Any modifications needed to the original training plan or suggestions as a result

A **mid-year report** detailing:

- Lessons learned and iterations made to date
- Progress of all shortlist members against key metrics, including:
 - o increased understanding of their market(s) and relevant opportunities;
 - o changes in business and operational systems, business strategies and growth plans;
 - o changes in team and innovation development;
- Any other significant business development events (for example, new commercial partnerships, funding leveraged, or markets entered).
- Feedback from shortlist on training content, delivery, and trainers
- Updated framework and or/Gantt chart as needed, taking into account any necessary agreed changes

A **final report** detailing:

- As above for the mid-year report
- Feedback and reflections from the final training week
- An overview of progress for each entrepreneur against the initial baseline assessment (incorporating post-programme assessment data provided by the Academy), alongside SMART objectives for the next two years.
- Further details to be discussed nearer the time

ODA compliance

As a government funded project this work must be ODA compliant. The proposal will need to make explicit reference to how the project will adhere to ODA guidance for use of funding. All proposed items should be justified, and the budget must represent value for money, given the nature of the funding.

Further context

Further information can be found in the annexes:

- Annex A: Entrepreneurial Competency Framework
- Annex B: Key stakeholders
- Annex C: Proposal evaluation criteria

Submitting a proposal

Tender documents should not be more than 26 pages and should include the following information, against the following headings:

(1) Organisation details (1 page)

- A brief introduction to your organisation including legal name, company registration details, years in operation, the main sectors you work with and links to relevant policies.
- Bank details for financial reference purposes, evidence of public and product liability insurance, and written confirmation of willingness to provide audited accounts should they be required.

(2) Relevant experience (2 pages)

- Provide at least two examples of delivering entrepreneurial training programmes in person and/or digitally and with specific reference to Africa, including scope and outcomes.

(3) Proposed approach and tailoring (4 pages)

- Overview of the proposed conceptual framework to drive end to end learner experience and deliver training through a hybrid model. This will include key modules, module description, learning outcomes and hours and modes of engagement.
- How training will be tailored specifically to both the business needs and the individual needs.

(4) Programme outline (4 pages)

- A proposed training outline, including topics, format, duration and intended outcomes.
- Include practical elements on whether delivery will be in person, online, or a mix of both.
- Any additional or optional suggestions falling outside the core proposal should be clearly outlined.

(5) Include any constraints that may affect your ability to deliver within the proposed timeline. Team and trainers (up to 6 pages)

- Short bios or CVs (1 page max per individual) of the key individuals who will be delivering the training, including their relevant expertise, background, and availability. Please note, we have a strong preference for trainers who have founded, scaled or advised scaling technology ventures.
- Short bios or CVs of key individuals who will be providing tailored business mentorship and expertise to the entrepreneurs.
- Short bios of the wider team, including the programme manager who will act as the Academy's main point of contact, and arrangements for back-up cover if that person becomes unavailable.

(6) Evaluation (2 pages)

- A brief overview of how you would contribute to the Academy's MEL framework, including how you would collect and use mid-programme and post-programme feedback to evaluate the effectiveness and success of the training programme, with reference to the impact metrics listed above for individuals and the programme as a whole.

(7) Budget (2 pages)

- A detailed account of the total cost of designing and delivering the training programme. Please break down the cost by: project design, project management, data collection and analysis, reporting, content development, virtual platform fees and other technology, facilitator or speaker fees, travel and subsistence (if applicable) and any other costs related to the programme, such as administration, staff costs etc.

Please note the Academy will not support any per diem expenditure.

(8) References (2 pages)

- At least three references with written statements, and links to any available work undertaken (media coverage, links on social media etc.) from clients engaged in the past three years, with full name of the organisation, title and summary of the scope of work undertaken, and contact details.

(9) Organisation diversity and inclusion (1 page) (optional)

- As signatories of the [Race at Work charter](#), the Academy is committed to developing a diverse and inclusive supply chain. Therefore, we request information about your approach to diversity and inclusion to understand your organisation's level of commitment. This can be evidenced through your corporate policies, training, strategies and/or accreditations, as well as in your proposed approach to training. **Your response will not form part of the assessment criteria.** All responses will be captured in an internal Academy Vendor List for monitoring purposes.

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If you wish to receive any additional or updated information, please ensure that you register interest prior to submitting the proposal.

All proposals must remain valid for a period of **90 days** from the date of submission by the bidder.

This RFP and the information contained within it are deemed to be confidential information. Proposals must include information about costs and state whether these do or do not include VAT or any other levies. By submission of a proposal, the bidder warrants that the prices in the proposal have been arrived at independently, without consultation or agreement with any other potential bidder.

## Annex A - Entrepreneurial Competency Framework

As mentioned above, the 13 competency areas outlined below represent the key knowledge, skills, and behaviours that the Academy believes engineering and technology entrepreneurs need to succeed. As the portfolio of Academy programmes support entrepreneurs at different stages of development, some elements of these competencies may be more relevant to the participants in the Africa Prize for Engineering Innovation than others.

Please note, as this is the first year that the framework is being deployed, no specific targets for improvement will be set but we expect to see progress in general. This version is still under development and is subject to change.

| Category                               | Competencies                             | Description                                                                                                                                                                                                                                                                          |
|----------------------------------------|------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Entrepreneurial mindset and leadership | Self-awareness and identity              | Understanding one's own strengths, weaknesses, and preferred ways of working, communicating, and deciding; using reflection to improve judgement over time; and integrating scientific or engineering expertise with the identity and responsibilities of an entrepreneurial leader. |
|                                        | Managing ambiguity, uncertainty and risk | Making sound decisions in uncertain environments by calculating and taking measured risks appropriate to venture stage; maintaining resilience and personal effectiveness through setbacks and pressure; and adapting to change when operating with incomplete information.          |
|                                        | Leadership, people, and culture          | Leading and developing individuals and teams by delegating, motivating, and managing performance; building inclusive, psychologically safe cultures; and adapting leadership style and structures as the venture and its team grow.                                                  |
| Innovation and opportunity development | Responsible technology stewardship       | Anticipating and acting on the potential benefits and harms of a technology for the venture, its users, and wider society and the environment, throughout the                                                                                                                        |

|                                                  |                                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                           |
|--------------------------------------------------|--------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                                                  |                                                  | innovation process; embedding ethical, environmental, and user-centred considerations into technology and venture decisions; and engaging proactively with relevant standards and regulatory frameworks as a foundation for – rather than the limit of – responsible innovation. This component should include reference to the role that the Sustainable Development Goals (SDGs) play as a tool for driving socio-economic development. |
|                                                  | Ecosystem navigation and innovation partnerships | Understanding the innovation ecosystem in sub-Saharan Africa and building the relationships – with technical advisors, research collaborators, industry partners, and peer entrepreneurs – needed to access expertise, partnerships, and resources at each stage of venture development.                                                                                                                                                  |
|                                                  | Market understanding and opportunity validation  | Understanding customers, markets, and evidence needed to validate commercial opportunities; and continually revising the value proposition, target segment, and business model as new evidence emerges through iterative testing.                                                                                                                                                                                                         |
| Enterprise management, growth and sustainability | Venture strategy and commercial development      | Sensing commercial opportunities and threats, and seizing them by committing resources, designing business models, and selecting routes to market, financing and intellectual property strategies; and continually reconfiguring strategic priorities, competitive positioning, and commercialisation choices as the venture, technology and market evolve.                                                                               |
|                                                  | Organisation, operations, and governance         | Designing organisational and governance structures, acquiring the people, capital, and infrastructure needed to execute strategy, and stewarding boards and advisors appropriately as the venture grows.                                                                                                                                                                                                                                  |
|                                                  | Financial literacy                               | Understanding financial information, evaluating financial performance and viability, and using financial analysis to support investment and resourcing                                                                                                                                                                                                                                                                                    |

|  |                                          |                                                                                                                                                                                                                             |
|--|------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|  |                                          | decisions throughout venture development.                                                                                                                                                                                   |
|  | Communication, pitching, and negotiation | Communicating technical and commercial value effectively by designing and delivering audience-appropriate messages, and influencing entrepreneurial outcomes through persuasive presentations and constructive negotiation. |

## Annex B - Key stakeholders

### (i) Applicants

Applicants should have developed, and be in the early stages of commercialising, an engineering innovation that:

- will bring social and/or environmental benefits to a country or countries in sub-Saharan Africa
- has strong potential to be replicated and scaled-up
- is accompanied by an ambitious but realistic business plan that has strong commercial viability.

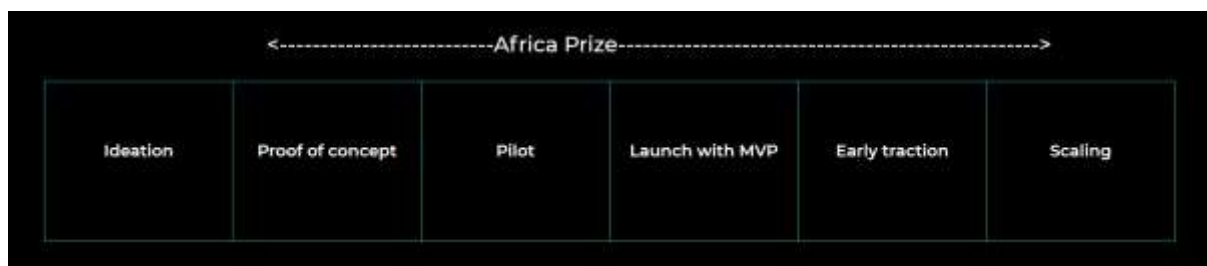
The innovation can be any new product, technology or service, based on research in engineering defined in its broadest sense to encompass a wide range of fields. This includes but is not limited to: agricultural technology, biotechnology, chemical engineering, civil engineering, computer science, design engineering, electrical and electronic engineering, ICT, materials science, mechanical engineering, and medical engineering.

If the business is focused on **developing hardware**, then applicants should:

- have built one or more working prototypes that prove the technical concept and performance
- have evolved the design ready for initial commercial production
- have realistic cost and schedule estimates for manufacturing
- have clear evidence that an early version of their innovation is generating traction with a sufficient number of prospective customers to underpin forecasts for initial revenues and profitability

If the business is primarily **software/app based**, then applicants should:

- have developed a minimum viable product with demonstrable functionality
- have clear evidence that the minimum viable product is generating traction with a sufficient number of prospective customers to underpin forecasts for initial revenues and profitability



Please note, the lead applicant must have an engineering innovation, although they are not required to be an engineering graduate or student to apply.

For a full list of eligibility criteria, please visit the [Africa Prize website](#).

Though participation of women founders has been growing over the last decade of the programme, this is still an area of focus for the programme, and efforts to promote the programme and encourage applications from women will be looked upon favourably.

To date, there have been applications for the Africa Prize from 37 countries in sub-Saharan Africa and entrepreneurs from more than 20 countries have been selected to participate in the programme. The Africa Prize seeks to support entrepreneurs from countries that have less developed entrepreneurship ecosystems and increasing applications from such countries remains a priority. Further details on the relevant countries can be provided to the selected supplier.

## **(ii) Shortlist**

- Sixteen entrepreneurs are selected by the Academy to participate every year in the programme; this group is known as the 'shortlist'. The shortlist are the faces of the respective innovations/businesses that have been selected for participation in the programme. They participate in the majority of trainings, online and in person, and in media interviews. Co-founders sometimes participate in trainings if the shortlist member is unable to attend (with prior agreement).
- The shortlist member will travel to London for the in-person training , as well as to the final where they will pitch their business to a live audience.
- The shortlist member does not need to be an engineer themselves; however, they do need to be able to speak to the engineering/technology components of their innovation.
- The majority of the entrepreneurs are based in SSA, with a small percentage based outside of SSA with imminent plans to return.
- Shortlist members will have developed, and be in the early stages of commercialising, an engineering innovation that:
  - will bring social and/or environmental benefits to a country or countries in sub-Saharan Africa
  - has strong potential to be replicated and scaled-up
  - is accompanied by an ambitious but realistic business plan that has strong commercial viability.

- Their innovation can be any new product, technology or service, based on research in engineering defined in its broadest sense to encompass a wide range of fields. This includes but is not limited to: agricultural technology, biotechnology, chemical engineering, civil engineering, computer science, design engineering, electrical and electronic engineering, ICT, materials science, mechanical engineering, and medical engineering.
- The shortlist will mostly be early-stage entrepreneurs with, at minimum a prototype but predominantly pre-revenue. However, there will be a range of stages and business acumen represented, therefore bespoke support is required.
- As part of the eight-month programme, and to complement the entrepreneurship training component, the Academy will match each entrepreneur with a product mentor who can support the entrepreneur with the more technical components of their business. The process of matching will start as soon as the shortlist are confirmed, with the goal of making a connection within the first two months of the programme. The entrepreneurs are advised to meet with their product mentor for up to 1.5 hours per month whilst they are participating in the programme. The current mentor pool is largely made up of Academy Fellows and the Academy's UK and international networks.

The 16 individuals/teams on the Cycle 13 shortlist will not be selected until January 2027. Previous participants can be viewed on our [interactive map](#) or on our list of [recent awardees](#). To date, there have been applications for the Africa Prize from 43 countries in sub-Saharan Africa and entrepreneurs from 24 countries have been selected to participate in the programme.

## Annex C – Proposal evaluation criteria

### Selection criteria

Your response will be evaluated using the criteria outlined below. The panel will be looking for clear evidence in your proposal.

The three highest scoring providers will be invited to the Academy to a structured interview to discuss their proposal. At interview, we will consider all criteria. The scores given before the interview may be amended following new information provided at interview.

We reserve the right to hold final negotiations with the successful supplier.

### Scoring matrix

|   |                                        |
|---|----------------------------------------|
| 0 | <b>No Answer/Unacceptable Response</b> |
| 1 | <b>Very Poor Response</b>              |
| 2 | <b>Poor Response</b>                   |
| 3 | <b>Acceptable Response</b>             |
| 4 | <b>Good Response</b>                   |
| 5 | <b>Excellent Response</b>              |

To score well (i.e. 3 and above) the evaluation panel will look for clear evidence. The scores will be weighted to give an overall score. The tables below indicate the weightings which will be applied to each section. The three highest scoring proposals will be invited to the Academy to present their proposal.

At interview, we will consider all criteria. The scores given before the interview may be amended following new information provided at interview.

### Selection criteria

Your response will be evaluated using the following criteria:

#### **Selection criteria and scoring table**

|                                      |                   |                  |                   |
|--------------------------------------|-------------------|------------------|-------------------|
| <b>Section:</b>                      | Programme Content |                  |                   |
| <i>Description of criteria</i>       | <i>Score</i>      | <i>Weighting</i> | <i>Max Points</i> |
| Quality, appropriateness and novelty | 0–5               | 4                | 20                |

|                                                |          |             |    |
|------------------------------------------------|----------|-------------|----|
| Approach to customisation and tailored support | 0-5      | 3           | 15 |
| All key requested service areas covered        | Yes / No | Pass / Fail |    |
| <b>Total</b>                                   |          | <b>35</b>   |    |

|                                                                                                            |          |             |            |
|------------------------------------------------------------------------------------------------------------|----------|-------------|------------|
| <b>Section:</b> Track Record                                                                               |          |             |            |
| Description of criteria                                                                                    | Score    | Weighting   | Max Points |
| Expertise of the supplier(s) and required individuals in relation to the service being procured.           | 0-5      | 2           | 10         |
| Track record of the supplier in delivering high impact entrepreneurial training for an African audience    | 0-5      | 2           | 10         |
| Evidence of relevant networks to enable useful introductions and connections to be made for entrepreneurs. | 0-5      | 2           | 10         |
| Appropriate resource to deliver                                                                            | Yes / No | Pass / Fail |            |
| <b>Total</b>                                                                                               |          | <b>30</b>   |            |

|                                                                           |       |           |            |
|---------------------------------------------------------------------------|-------|-----------|------------|
| <b>Section:</b> Evaluation                                                |       |           |            |
| Description of criteria                                                   | Score | Weighting | Max Points |
| Appropriateness of the process and metrics used to evaluate the programme | 0-5   | 2         | 5          |
| <b>Total</b>                                                              |       | <b>10</b> |            |

### Award criteria scoring table

|                                                    |       |           |            |
|----------------------------------------------------|-------|-----------|------------|
| <b>Section:</b> Schedule                           |       |           |            |
| Description of criteria                            | Score | Weighting | Max Points |
| The timescale to successfully deliver is realistic | 0-5   | 1         | 5          |
| Delivery process is clear and realistic            | 0-5   | 1         | 5          |
| <b>Total</b>                                       |       | <b>10</b> |            |

|                                                 |          |             |            |
|-------------------------------------------------|----------|-------------|------------|
| <b>Section:</b> Cost                            |          |             |            |
| Description of criteria                         | Score    | Weighting   | Max Points |
| Is reasonably costed                            | Yes / No | Pass / Fail |            |
| Has accounted for all costs to deliver proposal | 0-5      | 1           | 5          |
| Expenditure broken down and pricing clear       | 0-5      | 1           | 5          |
| <b>Total</b>                                    |          | <b>10</b>   |            |

|                              |       |           |            |
|------------------------------|-------|-----------|------------|
| <b>Section:</b> Organisation |       |           |            |
| Description of criteria      | Score | Weighting | Max Points |

|                                                         |          |             |    |
|---------------------------------------------------------|----------|-------------|----|
| Suitability of the organisation                         | 0-5      | 2           | 10 |
| Client References - suitability of nominated references | Yes / No | Pass / Fail |    |
| Client References - quality of reference received back  | Yes / No | Pass / Fail |    |
| <b>Total</b>                                            |          | <b>15</b>   |    |

*If you wish to receive any additional or updated information, please ensure that you register interest prior to submitting the proposal. All proposals\* must remain valid for a period of **90 days** from the date of submission by the vendor. This RFP and the information contained within it are deemed to be confidential information. Proposals must include information about costs and state whether these do or do not include VAT or any other levies. By submission of a proposal, the vendor warrants that the prices in the proposal have been arrived at independently, without consultation or agreement with any other potential vendor.*