



Request for Expressions of Interest: Financing Small Businesses and Social Enterprises in Rwanda

Introduction

The Social Investment Consultancy is working with a London-based Foundation client interested in providing growth finance to Rwandan-based enterprises. The Foundation sees job creation and socially focussed businesses as contributors to social and economic development and is interested in providing financial support (and potentially mentoring) to such organisations.

The client is looking to contribute capital of between \$5k – \$50k in the form of debt, equity or quasi-equity to entrepreneurs that can make a commercial success and create jobs and therefore have a positive social impact in the geographies in which they are working in Rwanda. Priority will be given to businesses with strong social purpose but all businesses are eligible to apply and in some cases grant financing will be considered.

There is a strong commitment to contributing to innovation and impacting the development of a sector alongside benefitting individual organisations.

TSIC is interested in receiving expressions of interest from any business, social enterprise, social purpose business or NGO in Rwanda that fits the criteria below. Applicants should be aware that the time horizon for receiving finance may be anywhere between May and November, 2014.

Expressions of Interest should be around 2 sides of A4 in PDF or Word format submitted as an attachment and sent to proposals@tsiconsultancy.com **by 17:00 GMT on Friday, 21st March**. If you would like to submit a pre-existing pitch deck or short (max. 5 min) video you are welcome to do so, though we only guarantee to review the Expression of Interest so please ensure the key information required is included therein.

Key selection criteria

Enterprises should:

1. Have a total financing need of \$5,000 to \$250,000;
2. Have ambitions to grow the number of Rwandans employed at the organisation;



3. Currently employ less than 25 full time staff – it is likely that they will employ more than three staff but this is not a pre-requisite and business plans are accepted alongside operational organisations;
4. Have a positive impact in the local community [this can be through job creation, local-sourcing or core products and services]; and
5. Have an idea of how the business could grow over the next three to five years, ideally aiming to create 50+ jobs.

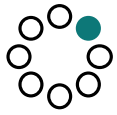
Preference will be given to enterprises operating in the ICT, financial service and education sectors but this does not preclude anyone from sending an Expression of Interest.

To include in the expression of interest:

- What is the enterprise?
- Where do you see the enterprise in five years?
- What stage are you at with the organisation at the moment? Are you up and running, ready to grow or still thinking through the idea?
- What's the business model?
- How much funding do you need?
- How do you think we could get our money back if we invested?
- How is your organisation structured?
- What else should we know?

Please include details of current/projected income and expenditure for 2013 (if applicable), 2014 and 2015 as well as number of staff/jobs created. A simple table like the one below is fine. More advanced budgets are welcome and can be sent separately from the 2 pages.

	2013	2014*	2015*	2016*
Income				
Product 1 - Computer equipment	500	1000	5000	10000
Product 2 - IT consultancy	0	5000	10000	20000
Total	500	6000	15000	30000
Expenditure				
Staff salaries	200	3000	10000	20000
Other	300	3000	5000	10000
Total	500	6000	15000	30000
Jobs				
Number of full time employees	1	5	10	15
Number of other jobs created	0	0	3	5
Total	1	5	13	20
*Predicted				



Timeline

Expressions of Interest are due by **17:00 GMT on Friday 21st March** and you will receive a response within 4 weeks either asking for more information or letting you know that unfortunately we won't be considering your application.

Applicants should be aware that the time horizon for taking a grant or investment decision may take up to 4 months and negotiation an additional 2 months. Shortlisted opportunities will be asked to submit further documentation and invited to a series of interviews, either via Skype, phone or with in-country partners which may take up to 2 days of investees' time. We understand if this opportunity is not appropriate to everyone's finance needs.

Contact

If you have a specific question not answered in this document, please contact:

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For more information on The Social Investment Consultancy see www.tsiconsultancy.com