

Call for Expressions of Interest (Eoi) for Private Sector Partnerships

You are a Rwanda-based company – or one aspiring to expand to Rwanda – with an investment plan that will create jobs? Submit a project concept by 04 November 2022 to benefit from reaching a new market, new sourcing channels or better qualified staff. Successful applicants will be asked to submit a more detailed project proposal after this call for expression of interests.

In Rwanda, Invest for Jobs promotes job creation and economic growth by promoting investment and small and medium-sized enterprises (SME). As one of several implementing organisations, Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH works together with European and African companies to create jobs, improve working conditions, and promote economic growth in Rwanda. Private partners are expected to benefit from the partnership by reaching a new market, new sourcing channels or better qualified staff.

The goal and priority of Invest for Jobs is to create good jobs in Rwanda, including for women and young people under 35 years. Employment is considered “good” when the following minimum criteria are fulfilled:

- a) Employees work for at least 20h per week over a duration of at least 26 weeks per calendar year,
- b) Adequate financial remuneration, but at least 42,000 RWF per month,
- c) Adherence to the International Labor Organization’s core criteria and labour standards (no child labour, no forced labour, no discrimination, right to associate) are met.

For people who are already employed, Invest for Jobs seeks to achieve an increase in salary or improved working conditions in at least one of the following categories:

- a) Access to human resources development programmes (e.g. training, career development, vocational guidance, other qualification)
- b) Improved safety at the workplace (occupational health & safety)
- c) Improved social security (e.g. occupational pension, health insurance, etc.)
- d) Access to the company's employee welfare programmes (e.g. health programmes, childcare, adapted working time arrangements, employee loans, etc.)

Partnership instruments for cooperation with the private sector

One of the funding instruments available to GIZ is the so-called “Integrated Development Partnership with the Private Sector”, or iDPP. iDPPs are matching grants: joint measures between Invest for Jobs, represented by GIZ, and one or more private companies. The partnership measure is expected to contribute to the overall objective of Invest for Jobs, as outlined in the project’s key performance indicators, specifically (i) the number of new jobs created and (ii) the number of jobs with improved working conditions. The private partner benefits for example from a new market, new sourcing channels or better qualified staff. iDPPs constitute matching grant agreements. This means that the private company is expected to provide at least 50% of the funding requirements to the project, while GIZ can cover the remaining percentage. As a rule, GIZ’s share cannot exceed 50% of total costs on a prime cost basis.

1. Call for cooperation project concepts

The objective of this call for Expressions of Interest (EoI) is to call upon private sector companies in Rwanda with eligible project ideas and an interest in partnering with Invest for Jobs to submit initial project ideas. Applicants can express their interest to cooperate with Invest for Jobs by submitting a brief concept note based on our template. Following the evaluation and selection of suitable concepts, successful applicants will be encouraged by Invest for Jobs to prepare and submit a more detailed proposal to be assessed for final cooperation.

The table below summarises the process for application, evaluation and next steps:

Eligible project concepts	<ul style="list-style-type: none">▪ All private sector projects need to fulfil the minimum eligibility criteria (see below) and create good jobs (see definition above)▪ Concept notes for the projects shall be prepared according to the template in Annex 1
How to apply	<ul style="list-style-type: none">▪ Eligible expressions of interest (hardcopies and softcopies saved on flash disks) shall be submitted to GIZ Rwanda country office or sent via email to rwanda@invest-for-jobs.com not later than 04 November 2022 at 5 pm CAT
Screening and selection process	<ul style="list-style-type: none">▪ Submissions will be screened and evaluated based on the criteria governing iDPP agreements, as well as their potential to contribute to Invest for Jobs' KPIs, mainly job creation
Next steps	<ul style="list-style-type: none">▪ Applicants with suitable concepts will be shortlisted and asked to prepare and submit a more detailed project proposal according to the iDPP format

IMPORTANT NOTES:

Bidders are asked to complete all documents / templates listed. Proposals that are missing documents will not be considered in the assessment process.

The financial proposal must be completed as per the Excel template provided in Annex 2. The total contribution by GIZ within the budget should not exceed 200,000 EUR, or the equivalent in RWF, per applicant.

Please note that the earliest project start should be December 2022. The latest project end date should be December 2024. This is especially relevant when designing the operational plan / GANTT chart (Annex 3).

Framework and Requirements for the application (expression of interest):

Minimum eligibility criteria:

Proposals and companies need to fulfil the following minimum criteria to be eligible:

- Only projects that will create new “good” employment will be considered (good jobs as per the definition above). As a benchmark, each job should not cost more than 1,500 EUR (or the equivalent in RWF / USD, etc.) in project funds (total project budget divided by the number of jobs created through the measure). Project proposals that create jobs at a unit cost higher than 1,500 EUR per job created will either not be considered or lose points during the assessment.
- The proposal needs to describe the jobs to be created in detail, e.g. how many jobs will be created? What are the conditions of these jobs in terms of e.g. duration of employment, type of employment, conditions of employment, etc.
- Project proposals cannot solely promote the core business of the applying company but need to have a **public benefit component** (e.g. training for a group of people of whom some will start employment at the company and some at other companies, including a job placement strategy for the ones who will not be employed at the applying company, etc.).
- The business must be officially registered as such in Rwanda.
- Financial statements for at least two years will have to be presented as part of the continued assessment process.

Project proposals that do not meet the above-mentioned minimum eligibility criteria, will not be considered in the assessment process.

Please note that GIZ cannot provide support for capital expenditures (CAPEX) (materials / equipment) for goods exceeding 1,500 EUR (unit cost), but limits its support to the following categories:

- Expert fees for project personnel (internal and external) tasked with project implementation
- Project operating costs
- Travel costs related to the project
- Procurement of goods and equipment under 1,500 EUR (unit cost), to the extent that such equipment is (i) relevant to project implementation and (ii) constitutes only a minor share of the overall project budget

Please note that GIZ also does not cover salary payments for personnel of the company, unless this personnel is part of the project implementation team, in which case it can be co-funded under “salaries for the private enterprise’s employees”.

Questions in relation to this call for Expression of Interest can be asked via email to rwanda@invest-for-jobs.com until 02 November 2022 at 5 pm CAT at the latest.

Eligible expressions of interest shall be submitted to the GIZ Rwanda Country Office (17 KN 41 St, Kigali, Rwanda) via hardcopies or softcopies saved on flash disks or sent via email to rwanda@invest-for-jobs.com not later than 04 November 2022 at 5 pm CAT.

Please note that this Expression of Interest is executed by GIZ and not to be confused with other calls for proposals, such as calls for proposals of the Facility Investing for Employment / KfW, and/or other entities.

After assessment of the EoIs, only shortlisted eligible companies will be contacted to submit proposals. Late submissions will not be entertained. Shortlisted applicants will be invited for a project presentation meeting by GIZ, either virtually, through an MS Teams call, or in person in the project office in Kigali.

Successful bidders will then be invited to prepare and submit a more detailed project proposal.

Annex 1: Template for Concept Note and Summary Business Plan

Annex 2: EXCEL-based Financial Proposal (Budget) Template

Annex 3: GANTT Chart

For general questions concerning Invest for Jobs you can contact: info@invest-for-jobs.com

For questions regarding this call for Expressions of Interest please contact: rwanda@invest-for-jobs.com.