



Request For Proposals: Establishment of Centre for Entrepreneurship Rapid Incubators

South Africa is faced with a crisis of high and rising youth unemployment. The Centres for Entrepreneurship and Rapid Incubator (CfERI) bring institutions of higher learning and enterprise development agencies closer to young entrepreneurs and communities with limited access to small enterprise development services, making these much-needed services more accessible to these target groups. CFERIs provide accelerated and targeted business support services to early stage SMMEs especially youth-owned entities in the TVETs colleges and Universities. CFERIs are vital to the health of the SME sector in South Africa, particularly since they focus on the root causes of early stage business failure: poor business strategy lack of access to finance, innovation and technological advancement amongst others.



small business
development

Department:
Small Business Development
REPUBLIC OF SOUTH AFRICA

seda

SMALL ENTERPRISE DEVELOPMENT AGENCY

an agency of the dsbd



Request For Proposals: Centres for Entrepreneurship Rapid Incubators (CFERIs)

Environmental Context: The Department of Small Business Development (DSBD) through its implementation agency, the Small Enterprise Development Agency (Seda), aims to address challenges experienced by youth in accessing entrepreneurial opportunities through partnerships with suitable Technical and Vocational Education and Training (TVET) Colleges and Universities to provide Incubation: Technical and Business Development Support to enterprises, through the establishment of Centres for Entrepreneurship Rapid Incubators (CFERIs) in previously underserved rural and township areas across provinces.

Seda is calling on Universities and TVET College to submit proposals for the establishment of the CFERIs. Universities and Colleges will be tasked to drive localisation of local Intellectual Property (IP) commercialisation for local use and Africa’s scale of these new technologies produced by youth start-ups, enterprises and cooperatives.

Universities and TVET Colleges, interested in submitting a proposal, are required to attend a Compulsory Virtual Information/Briefing Session as per the listed details:	
Date: Friday, 21 July 2021 Time: 09:00 - 11:30	Virtual Platform: Zoom Meeting ID: 965 9128 6240 Passcode: 190258
Proposal Submission Deadline: Midnight on Friday, 30 July 2021 E-mail Subject Matter: CFERI Proposal E-mail Proposal Submissions To: Incubation@seda.org.za	Additional Resources: To guide proposal submissions, access the Incubation Establishment Handbook and Business Plan Template via: https://bit.ly/lnQB8RFP

Submissions Must Include the Listed Compulsory Proposal Scope:

Elements	High-level description
▪ Executive Summary	Summary of the institution and the proposed CFERI. Economic activities of the district and existing entrepreneurship support background in the area and the institution in which the CFERI will be located. Main Sector/s and innovation support envisioned.
▪ Business Plan	Proposed Detailed 3 year business plan; indicating how will the CFERI model be rolled out, define where SMME pipeline other than college/university students, will be sourced, service offerings and staff complement (organogram).
▪ Background Information	Situational and Economic Sector Analysis of the Province and District where the CFERI will be based
▪ Business objectives	Outline the goals and objectives of the Incubator aligned to the aspirations set by Seda
▪ Benefits and Limitations	The anticipated benefits of undertaking the initiative and limitations thereof
▪ Scope, Impact, and Interdependencies	How would this incubator be linked with other players currently existing in the innovation and entrepreneurship eco-system and what would be its unique value add and partnership models between ecosystem builders in the Province
▪ Market assessment	What are the opportunities presented and how could it exploit these, taking into account local, continental and global best practices of similar projects. Show clear market feasibility for specific location.
▪ Risk assessment	What are strategic and operational risks that the Incubator needs to consider and how can these be mitigated
▪ Financial Appraisal	Establishment and Operational Cost, Return On Investment (ROI) over the next 3 years
▪ Ideal location	Colleges and Universities and area in which these are located
▪ Architectural designs	Detailed Design Drawings and 3D Plans “Look and feel” of the facility including (Co-Working Space, Co-Creation Space, Innovation Centre, Training Centre and Makerspace
▪ Project Organization	How to best ensure a connected ecosystem taking into account the above aspirations
▪ Sustainability plan	How can the incubator be self-sustaining, focusing on viable revenue models vs operating costs.
▪ Fundraising plan	How can resources be mobilized to realise this initiative. Indicate different funding options with risk analysis for each Provincial, Local and Private Sector Partners that will be secured

****Disclaimer: Proposals will be disqualified if not aligned and structured in line with the above scope.**