

TERMS OF REFERENCE

NATIONAL BUSINESS LINKAGES EXPERT FOR AGS PROGRAMME IMPLEMENTATION

Assignment reference: National Business Linkage Expert

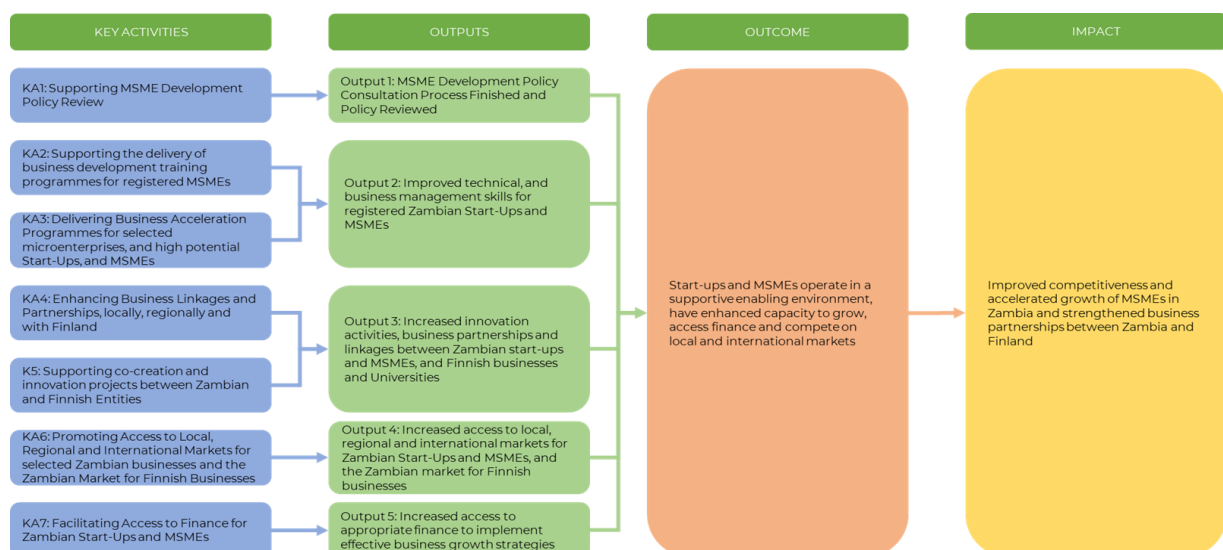
Result Area: KA 4 Enhancing Business Linkages and Partnerships, Locally, Regionally, and with Finland

1. Programme Background

The Government of Zambia through its Seventh National Development Plan (7NDP) intends to pursue an integrated development approach. The goal of the 7NDP is “to create a diversified and resilient economy for sustained advanced growth and socio-economic development”. The Finnish Country Strategy for Development Cooperation with Zambia (2016-19) explicitly **supports the 7NDP and other policies and strategies of the Government of Zambia**. An important focus of the Country Strategy is to strengthen the Zambian private sector which is critical to promote job creation and competitiveness.

The Accelerated Growth for SMEs In Zambia (AGS) Programme is a Finnish Government funded private sector development initiative implemented in partnership with the Ministry of Commerce, Trade and Industry (MCTI) of the Government of the Republic of Zambia (GRZ). It aims to directly support start-ups, and Micro, Small and Medium Enterprises (MSMEs) to accelerate their growth and expand their contribution to job and wealth creation in the Zambian economy.

The expected Impact of the Programme is: **Improved competitiveness and accelerated growth of MSMEs in Zambia and strengthened business partnerships between Zambia and Finland**. The expected Outcome contributing to the expected impact is: Selected MSMEs have enhanced capacity to grow, to access finance and to compete on local and international markets. The key activity areas and expected outputs of the programme are highlighted in the theory of change hierarchy herein.



The AGS Programme works with **growth orientated MSMEs** in the following sectors: **agribusiness, mining services, forestry, renewable energy, and the circular economy**. ICT and education have been included as cross-cutting, horizontal sectors that will add value to other sectors. The geographical focus of the AGS programme is limited to the Lusaka, Copperbelt and North-Western provinces.

The expected results of the AGS programme include.

- The creation of 1,000 new decent jobs,
- Participating companies achieve a 20% increase in annual revenue,
- The participation of 300 companies in various business development training activities and the Business Acceleration Programme,
- The creation of 45 new Zambia-Finland business partnerships,
- The participation of 300 companies in networking and partnering activities between Zambia and Finland, and
- The achievement of commercial agreements in new markets by 100 companies.

2. Rationale of the assignment

The AGS supports development of business linkages and long term partnerships between StartUps, MSMEs and Lead Firms locally in Zambia as well as between Zambian and Finnish businesses.. Business linkages and partnerships aim to lead to deals and contracts signed, and finally to new business.

The overall objective of the assignment is to identify suitable business partners and strengthen the business linkages between Zambian StartUps, high-potential MSMEs, and Zambian Lead Firms in the local markets, as well as to support potential Zambian companies to partner with Finnish companies. The Expert will engage with the relevant Zambian stakeholders identifying opportunities for matchmaking and partnerships based on the company profiles.

3. Objectives and Scope of the assignment

The short-term Business Linkages Expert will contribute to the successful implementation of the AGS Programme by supporting to establishing sustainable and inclusive business linkages between Zambian as well as Zambian and Finnish businesses. The AGS Programme requires a Business Linkages Expert to support AGS Programme Management Unit (PMU) and specifically the Business Partnership Expert (BPE) to identify Zambian businesses for selected matchmaking events and to identify suitable business partners for selected lead companies when required.

Specific tasks of the consultant include, but are not limited to:

- Support selected matchmaking around 5 events (between March and December 2021) by identifying suitable Zambian businesses in AGS core sectors renewable energy, forestry, mining, circular economy, agriculture (ICT and education);
- Support (x number) Zambian MSMEs and start-ups in preparation and participation of selected AGS matchmaking events . Support may include pitch preparation, review and verification of financial data, and completion of AGS matchmaking profile data (and/or other matchmakers data collection tools) and due diligence forms. Follow-on support including review and finalisation of partnership agreements, and additional support to close deals such as facilitating follow-on meetings, and support with additional data collection;
- With the AGS Business Partnership Expert, facilitate (plan, arrange, coordinate and lead) selected matchmaking events both in Zambia and online and information sharing meetings;
- Support AGS PMU/BPE to identify, contact and conduct due diligence on suitable Zambian business partners for selected lead companies (x number)

4. Deliverables and reporting

The Expert is expected to provide the following:

- Inception report
- Provide summary report on agreed actions to support matchmaking and identifying business partnerships; with any recommendations or next steps on engagement/follow up;
- Database on identified Zambian suitable businesses including valid address and contact details, including associated materials developed with the business during the consultancy.

5. Methodology

The STE works and communicates closely with AGS TA team and will report to the AGS Team Leader. Each task will be coordinated and agreed with BPE. Exact work plan with time schedule and deliverables will be elaborated by the STE.

6. Required Qualifications and Experience for the Expert(s)

The selected Expert(s) should encompass the following requirements:

- Minimum Bachelors' degree in business related studies
- At least 10 years work experience with Business Partnerships with proven success
- Demonstrated understanding and experience in at least two core sectors that AGS is premised on (renewable energy, circular economy, agribusiness, forestry, or mining services as well as ICT and/or education in relation to previous)
- Demonstrated knowledge on networks of MSMEs and start-ups in the above-mentioned sectors in Zambia, ideally in Lusaka, Copperbelt and/or North Western Provinces
- Experience in activity management and reporting
- Excellent communication, interpersonal, networking and facilitation skills
- Fluency in spoken and written English language and ability to write clear reports.
- Ability to work within a tight time frame and meet deadlines.

7. Time schedule

The intended implementation period of this assignment is between September 2021 - June 2022.

Duration of the contract: maximum of 21 days consultancy days between the beforementioned time period.

8. Technical Inputs needed from AGS

AGS has the main responsibility of organization of the matchmaking events. The Expert will mobilise Zambian companies to the matchmaking activities together with AGS PMU/BPE. AGS will facilitate interaction of the Expert with relevant AGS stakeholders.