



**REPUBLIC OF GHANA  
MINISTRY OF FINANCE  
GHANA ECONOMIC TRANSFORMATION PROJECT (GETP)  
IDA CREDIT NUMBER 6465-GH**

**SPECIFIC PROCUREMENT NOTICE  
REQUEST FOR EXPRESSIONS OF INTEREST (REOI)  
(CONSULTING SERVICES –FIRM SELECTION)**

**Reference No.:** GH-MOFEP-347751-CS-CQS

**Assignment Title:** Recruitment of a Consultant to Conduct Training on Investor Deal Making for the Business Development Team at the Ghana Investment Promotion Centre (GIPC)

The Ministry of Finance has received financing from the World Bank towards the cost of the Ghana Economic Transformation Project and intends to apply part of the proceeds for consulting services.

The Project will be implemented through four Components, namely:

- a. Enabling Investments;
- b. Crowding-in investments;
- c. Accelerating Entrepreneurship and Micro Small and Medium Enterprise (MSME) Growth; and
- d. Project Management and Evaluation.

The objective of the assignment is to procure the services of a consultant/firm to provide the following:

- To build the capacity of the Business Development (BD) team of GIPC to efficiently manage leads generated through the promotion of profiled investment projects, handle project sponsor-prospective investor engagements/negotiations and facilitate deal-making.
- To improve the skills of the BD team to carry out bankability assessment (including working to develop a strong pipeline of bankable projects; identify leads and potential investors; and closing of deals).

The consulting services ("the Services") include the Consultant's scope of work but are not limited to the following:

- i. Carry out a "Gap" analysis to identify gaps in the BD Team with regards to deal making and carrying out bankability assessment of projects. Map out the issues and identify the priorities in line with the objectives of this project. This should include consultations, meetings and or questionnaire with the BD team.
- ii. Produce a well-written and comprehensive training needs assessment report based on the above, including recommendations and plan for the training.

- iii. Develop an investment generation manual which should include Standard Operating Procedures as a roadmap on guidance for negotiations on foreign direct investment (FDI) in the future and to guide the BD team on how to deal with investor enquiries, leads generated etc.
- iv. Train the BD officers to sound deals (negotiations, engagements etc.) to prospective investors in line with the Centre's priority sectors as contained in the GIPC corporate strategy (super sectors, focus sectors and sunrise sectors).
- v. Train the team in adopting best practices and innovative methods for classifying, evaluating, and taking stock of leads through the GIPC's CRM, and tracking progression towards their conversion into concrete investments.
- vi. Provide relevant training in project finance for non-project finance professionals.
- vii. Training in the use of appropriate modern techniques and tools in handling project sponsor-prospective investor engagements/negotiations and facilitating deal making.

The detailed Terms of Reference (ToR) for the assignment can be found at the following website: <https://www.mofep.gov.gh>, <https://www.gipc.gov.gh>, or obtained at the address and emails given below.

The Ministry of Finance, through the Ghana Economic Transformation Project, now invites eligible consulting firms ("Consultants") to indicate their interest in providing the Services. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services. The shortlisting criteria are:

1. The Consulting firm must be a legally registered consulting firm.
2. The firm must have been in existence for a minimum of three (3) years
3. The Qualifications and experiences of the consultant(s)/Facilitator(s)/key expert(s):
  - i. Experiences
    - Demonstrate sound knowledge and practical experience regarding various phases of the investment process including origination/identification of new projects, evaluation, investment execution, etc., from the perspective of investors.
    - Exhibit understanding of and practical expertise with the direct investment process, as well as the investor scale and corresponding investment strategies
    - In the last 5 years, must have successfully converted generated leads to actual investments projects in Ghana/the West African Region.
    - Demonstrate practical knowledge of the entire transaction advisory and deal development cycle up to commercial and financial close.
    - Working experience in multinational organizations in Africa and/or specialized experience in similar organization/s would be considered an advantage.
    - Having private sector experience will be an added advantage. Knowledge of economic developments and market trends in Africa.
    - Evidence of technical and managerial capability.
    - Experience working with public sector institutions in Ghana or similar countries.

**Key Experts will not be evaluated at the shortlisting stage.**

The attention of interested Consultants is drawn to Section III, paragraphs 3.14, 3.16, and 3.17 of the World Bank's "Procurement Regulations for IPF Borrowers" July 2016 revised November 2017, August 2018 and November 2020). ("Procurement Regulations"), setting forth the World Bank's policy on conflict of interest. In addition, please refer to the following specific information on conflict of interest related to this assignment as per paragraph 3.17 of the Procurement Regulations. Any false declaration will result in disqualification.

Consultants may associate with other firms to enhance their qualifications but should **indicate clearly** whether the association is in the form of a joint venture and /or a sub-consultancy. In the case of a joint venture, all the partners in the joint venture shall be jointly and severally liable for the entire contract, if selected

A Consultant will be selected in accordance with the Consultant's Qualification Selection (CQS) method set out in the Procurement Regulations.

Further information can be obtained at the address below during office hours **9:00 am to 4:30 pm** local time.

Expressions of interest must be delivered in a written form to the address below in person, or by mail, or by email by **20<sup>th</sup> June 2023**.

**The Project Director  
Ministry of Finance  
Box M40, Accra, Ghana**

**Attn: Procurement Specialist**

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