

### 3. Commonwealth Entrepreneurship Fellowship: Tender Specification

#### Aims:

As outlined in the background information, the aim of the **Commonwealth Entrepreneurship Fellowship** is to support job creation in the Commonwealth. We endeavour to do that by identifying early-stage entrepreneurs from across the Commonwealth and giving them the tools to take their business ideas from the preliminary stages to fully functioning businesses.

Through the programme Fellows will be exposed to the skills, opportunities and networks they require to make their ventures successful. We hope to be able to offer those taking part in the scheme the chance to test out their ideas for real with an opportunity to bid to investors at the end of the fellowship. There is also scope to fund particularly successful participants to come to the UK for a capstone event held by the CSC.

#### Programme Structure and Content:

Whilst the exact content of the programme should be outlined in your bid, the following general principles should be considered:

- The programme should last for between 4 to 6 months;
- The programme aims to reach as many individuals as possible but must include a minimum of 12 participants;
- The programme should include a combination of in-person and remote contact time;
- Bootcamps will be bespoke to the CEF's focus on job creation rather than generic or off-the-shelf business training. There will be a focus on practical approaches to setting up businesses and creating jobs, including venture financing, go-to-market strategies, and other areas;
- **The in-person portion of the programme will be delivered in a low-middle income Commonwealth country<sup>1</sup>;**
- At the end of the scheme, participants will have the opportunity to bid to investors;

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<sup>1</sup> **Low & Middle income Commonwealth countries:** Bangladesh, Belize, Botswana, Cameroon, Dominica, Eswatini, Fiji, Gabon, Ghana, Grenada, Guyana, India, Jamaica, Kenya, Kiribati, Lesotho, Malawi, Malaysia, Maldives, Mauritius, Montserrat, Mozambique, Namibia, Nauru, Nigeria, Pakistan, Papua New Guinea, Rwanda, Saint Helena, Saint Lucia, Saint Vincent and The Grenadines, Samoa, Sierra Leone, Solomon Islands, South Africa, Sri Lanka, Tanzania, The Gambia, Togo, Tonga, Tuvalu, Uganda, Vanuatu, Zambia.

- Participants that excel in meeting the programme's objectives will be invited to a CSC-organised capstone event in the UK to showcase their ventures and growth plans.

It is expected that two cohorts of fellows will go through the fellowship over the two-year programme. See the 'Programme Timetable' in the Terms and Conditions of the Contract section of the tender pack for more details.

**Note:** Final sign-off of the programme will lie with the CSC following the assessment of proposals by a selection panel and conversations with the Delivery Partner.

### **Participants:**

To be eligible to take part in the Fellowship, participants will need to:

- Be of at least graduate level;
- Be a citizen of or have been granted refugee status by an eligible low- or middle-income Commonwealth country;
- Be permanently resident in an eligible Commonwealth country;
- Be fluent in written and spoken English.
- Outline a high-quality business proposal, to be assessed as part of a competitive process. Business ideas can come from any sector.
- Whilst all business ideas will be considered we will particularly encourage applications from young people<sup>2</sup> and women.

### **Programme Focus/Themes**

The CSC is open to considering a programme with a particular focus or aim, provided a strong rationale for why this would be advantageous over a more general scheme is included in the bid. We do not however wish to restrict recruitment to any particular group. For example, the CSC would consider a programme themed around women's empowerment, but both men and women would be able to apply.

### **Parameters of Success:**

The success of the programme will be evaluated against the following markers of achievement:

- Number of ventures founded after the entrepreneurship bootcamp
- Number of new jobs in the 12, 24, and 36 months following the entrepreneurship bootcamp
- Levels of participant satisfaction of the programme for each iteration
- Number of ventures still operating in the 12, 24, and 36 months following the entrepreneurship bootcamp
- Number of revenue-generating businesses in the 12, 24, and 36 months following the entrepreneurship bootcamp

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<sup>2</sup> Under 35

- Number of profit-generating businesses in the 12, 24, and 36 months following the entrepreneurship bootcamp
- Cumulative revenue generated in the 12, 24, 36 months following the entrepreneurship bootcamp
- Diversity of founders supported (with anonymised and opt-in data collection, illustrative metrics below)
  - Financial background
  - Gender