



AFRICAN UNION  
COMMISSION



AFRICAN DEVELOPMENT  
GROUP



## PAN AFRICAN UNIVERSITY

### REQUEST FOR EXPRESSIONS OF INTEREST

**(Recruitment of Firm to Support the Operationalisation of Pan African University Innovation Centers of Excellence)**

**QCBS**

*SUPPORT TO THE PAN AFRICAN UNIVERSITY (PAUSTI)*

**Date: October 17/2019**

**Financing Agreement reference: 2100155025266**

**Project ID No.: P-ZI-IAD-010**

The African Union Commission has received financing from the African Development Fund toward the cost of the support to the Pan African University, and intends to apply part of the agreed amount for this grant to payments under the contract **Recruitment of Firm to Support the Operationalisation of Pan African University Innovation Centers of Excellence**. The service under this assignment is to provide **Operationalisation of Pan African University Innovation Centers of Excellence**. The consulting firm is expected to be able to have the capacity to express firm to support the university in operationalising its PAU Innovation Centres of Excellence across three (3) campuses in Ibadan (Nigeria), Yaoundé (Cameroon), and Nairobi (Kenya). It is preferable if the firm has the proven capacity and organisational strategic priority of franchising an existing and proven model for **innovation and/or incubation** that can be adapted to the PAU context. The services delivered by the firm will focus on designing and implementing activities aimed at enhancing graduate innovation, entrepreneurship, and private sector linkage/responsiveness. Some of the expected activities to be established and/or piloted include technology transfer and prototyping support, incubation, and private sector-led/defined hackathons.

**The service to be provided will include, but not necessarily limited to the following:**

- Develop a holistic strategy to support the operations of the PAU Innovation Centres of Excellence;
- Develop and deliver academia relevant/complimentary business development support and training that is in line with the thematic focus of each PAU institution/campus ;
- Support the procurement of relevant goods required to operationalise the PAU Innovation Centres of Excellence (also taking into account the look and feel of the spaces to be brand consistent across the various campuses);
- Support the institutions in identifying and incubating/commercialising innovative student businesses and research;
- Support the institutions in identifying and establishing partnerships with the private sector, for the purposes of research and development, product development and/or scaling prototypes; and

- Develop a commercial sustainability/income generation plan, whilst training relevant PAU staff in the operations of the innovation centres to ensure operational sustainability.

**The main qualification criteria for this assignment are as follows (but not limited to):**

- Over 4 years of experience (with proven record of accomplishment) in delivering/running incubation programs in Africa;
- Track record of BDS delivery to support start-up/MSME growth (market access, financing, survival rate, etc...);
- Extensive knowledge of and working with private sector (with an aim for securing partnerships for start-ups/MSMEs) in Africa and especially Nigeria, Cameroon, and Kenya;
- In depth knowledge on patenting and intellectual property protection and capacity to advise;
- Strong procurement and financial management practices;
- Existing monitoring, results measurement, and evaluation processes;
- Experience in working with Development Finance Institutions.
- Strong linkages with an existing network of innovators and entrepreneurs;
- Ability to provide a franchise package/service of an existing BDS delivery brand/incubator/Fab Lab will be an added advantage;
- Staff composition with strong experience in the start-up and innovation ecosystem’;
- Strong analytical and business strategy design skills, as well as solid understanding of budget design; and
- Ability to work in French and English will be an added advantage.

The African Union Commission now invites eligible consultants to indicate their interest in providing these services. Interested consultants must provide information indicating that they are qualified to perform the services (brochures, description of similar assignments, experience in similar conditions, availability of appropriate skills among staff, etc.). Consultants may constitute joint-ventures to enhance their chances of qualification.

Eligibility criteria, establishment of the short-list and the selection procedure shall be in accordance with the African Development Bank’s **“Rules and Procedures for the use of Consultants”** May 2008 Edition, revised in July 2012, which is available on the Bank’s website at <http://www.afdb.org>.

The estimated duration of services is **18 MONTHS** and the estimated starting date is **January 2020**

Interested consultants may obtain further information at the address below during office hours 08:00am to 5:00PM from Monday to Friday

Expressions of interest must be delivered to the address below by no later than **November 8<sup>th</sup>, 2019 at 11:59 PM GMT** and mention **“Recruitment of to Support the Operationalisation of Pan African University Innovation Centers of Excellence”**.

Attn: **Director, Pan African University, Institute for Basic Sciences, Technology and Innovation, Jomo Kenyatta University compound P. O. Box 62000-00200. PAUSTI Block B Room 2<sup>nd</sup> floor, Nairobi, Juja Campus, Tele: +254 718092689,**  
**E-mail: [directorpauisti@jkuat.ac.ke](mailto:directorpauisti@jkuat.ac.ke) from Monday to Friday 9:00 AM -1:00: PM and 2:00PM-5:00PM hours.**