



Frequently Asked Questions (FAQs)

Pre-qualification of Investment Readiness and Facilitation Consultants

1. Is AECF anticipating retaining one advisor only?
No. We will retain multiple successful consultants for both investment readiness and investment facilitation to ensure we have sufficient concurrent support for our portfolio companies.
2. How many companies does AECF expect the consultant/advisor to support throughout the 2-year contract?
At least 5 companies annually for investment readiness and at least 2 companies annually for investment facilitation.
3. What split will the consultancy be between pre-investment support and fundraising?
Pre-investment support (investment readiness) is provided on a need basis for companies that are seeking to fundraise. In this case, about 30% of the time could be used in pre-investment support and 70% in active fundraising. For some companies, we will have specific pre-investment support (investment readiness) assignments then transition to investment facilitation (fundraising).
4. What duration does AECF expect for the pre-investment support on one company?
On average investment readiness assignments typically last 3 months.
5. How much capital will these companies be looking to raise: min, max and average range? Have they previously raised any capital from institutional investors?
*Min – US\$ 50,000
Max – US\$ 5 million
Average – US\$ 500,000
For some of the companies, it will be their first time raising commercial capital.*
6. Will AECF fund the fixed fee and the company fund the success fee?



We do not prescribe at this point and request you to share a feasible approach in your proposal.

7. Do you expect a separate pricing for both workstreams (investment readiness and investment facilitation) and do you require the AECF-funded portion or all fees?

Yes and we request you to share a feasible approach in your proposal.

8. Would you have any indication as to the approximate number of days that you'd expect a consultant to invest in one company?

Investment readiness assignments typically last 3 months. Specific time commitment will vary dependent on the intervention.

9. Will AECF have undertaken pre-screening of any company that would be assigned to the consultant?

Investment readiness will differ significantly based on the current level of a company, and investment facilitation a great deal on the current financial soundness of a company. AECF has already pre-screened all portfolio companies and has a clear understanding of the needs of the companies. At this stage, we would like to understand your technical competency and a sample pricing for a company you would support through investment readiness and investment facilitation. Once pre-qualified, consultants will be invited to share specific quotations for investment readiness interventions per company or per cohort.

10. Is there a specific contract that will be awarded as a result of this pre-qualification?

We will award a pre-qualification letter. Thereafter, pre-qualified consultants will receive requests for quotation for specific assignments per company or per cohort and will be contracted on this basis

11. The AECF portfolio is wonderfully diverse -- what is the range of capital (investment round size) you expect for the companies supported?

Min – US\$ 50,000

Max – US\$ 5 million

Average – US\$ 500,000

12. Approximately how many companies might receive investment readiness and capital raising support in the coming 2 years? Are there any specific sector or portfolio segments you will target?

At least 5 companies annually for investment readiness and at least 2 companies annually for investment facilitation. Most of the companies will be in the Agribusiness and Renewable Energy sectors, with a few falling in our sector-agnostic portfolio (<5%).



13. Will these companies only be based in Somalia (where the RFP is tagged on the website)? If beyond Somalia, what is the breadth of geographies that the potential companies might be operating in?

This might have been a technical error. The pre-qualification covers our portfolio companies across Sub-Saharan Africa.

14. For the financial proposal, could we present our proposal as a range, and provide specific pricing for individual scopes of work that might be issued in future, once the company and its specifics are known?

At this stage (pre-qualification), we would like to understand your technical competency and sample pricing for investment readiness and investment facilitation services per company and per cohort. Given that specific time commitment will vary dependent on the intervention, pre-qualified consultants will receive requests for quotation for specific assignments per company or per cohort.

15. Does AECF have any guidance for the consultants' approximate budget or range that should be scoped for as this is helpful in determining the level of depth we are able to build into our work?

We do not prescribe at this point and request you share a feasible approach with respective budget estimate for the services in your proposal.