

## Terms of Reference

<b>Project</b>	Rest@rts
<b>ToR Number (Please refer to it when applying your offer)</b>	Rest@rts/04/2023
<b>Period of Performance</b>	July– September 2023
<b>Location</b>	Palestine
<b>Date of announcement</b>	July 11, 2023
<b>Activity Title</b>	Microfinance P2P Consultancy Service

### 1. Background

Leaders International (LI) plans and delivers innovation and economic development interventions with a particular focus on private-sector development, entrepreneurship, job creation, digital transformation, and access to markets. The organization manages a multi-million active portfolio of grants and service contracts to ensure the economy's access to the necessary means and resources for development and economic prosperity. Through its projects, LI leverages its expertise in research, strategy, and management to provide its beneficiaries with sustainable technical and financial assistance and build their capacity and resilience to adapt to different economic challenges.

### 2. Project Background:

Rest@rts: Reinforcing Med Microfinance Network System for Start-ups; aims to reinforce the Med Microfinance network system for start-ups by promoting economic and social development and supporting innovative start-ups and recently established MSMEs.

Rest@rts' main objective is to contribute to stimulating growth and improving the business ecosystem in the Euro-Med area facilitating, enlarging, and strengthening access to credit. The project achieves this objective directly by broadening the finance options available and improving understanding of the full range of financing instruments. The project's work packages are going to encourage discussion among stakeholders about new approaches and innovative policies for SME and entrepreneurship financing. Please note that Leaders International is a partner within a consortium of Mediterranean countries executing this project.



### **3. Purpose:**

The Peer-to-Peer Consultancy Service provider will create a system in which the beneficiaries of MEDSt@rts and other ENI CBC MED projects beneficiaries will offer support to other aspiring entrepreneurs that will join the Marketplace Platform. Participants will provide professional counseling and advice for other aspiring entrepreneurs, focusing on sharing experiences, skills training, business guidance, professional contacts, or problem-solving. They will have a personal account on the Marketplace Platform through which other aspiring entrepreneurs will be able to get in contact with them and easily communicate with them.

### **4. Scope of Work**

- Support 120 Entrepreneurs in joining the Marketplace Platform
- Engage beneficiaries from MEDST@rts and other ENI CBC MED's previous projects to inspire participation in activities on the Marketplace Platform.
- Facilitate connections between previous beneficiaries and new beneficiaries by organizing seminars, speed meetings, or testimony talks. These events will;
  - Serve as a platform for knowledge sharing between aspiring and established entrepreneurs.
  - Ensure valuable discussions, expert/s will organize and moderate a minimum of five one-hour events on the Marketplace Platform. These events will focus on specific topics that are crucial for entrepreneurs, such as fundraising, hiring, marketing and sales, research and development, and team dynamics.
- Organize sessions of financial training for users on the platform
- Organize Local Debates aiming on the one hand at testing and verifying the knowledge acquired, on the other hand at spreading the knowledge in the participant's local community. The Local Debates will allow a spillover effect in terms of the involvement of stakeholders and the dissemination and communications of content.

### **5. Deliverables:**

- Email templates sent to beneficiaries
- Attendance sheet for each event
- Video recordings of the meetings and related activities
- Photos documenting the events
- Training material for beneficiaries (if any)
- Final activity report

### **6. Qualifications Required**

- At least a Bachelor's degree in Economics, Finance, Business Administration, social science, or any other relevant field.
- Additional certifications related to P2P consultancy activities are an added value.
- Experience with counseling and advising new entrepreneurs.
- Extensive experience in team working, team building, and networking with key stakeholders.

### **7. Documents to be submitted**

The application must contain the following documents:

1. Financial Offer (in EUR)
2. Company profile or CV (individual consultants)



#### **8. Taxes and other Terms:**

- The offer should be including VAT;
- For individual consultants, Applicable tax laws apply.

Please submit all required documents to [procurement@leadersinternational.org](mailto:procurement@leadersinternational.org) no later than July 25 2023