



Sindh Rural Support Organization
Enterprise Development for Jobs Creation
Request for Proposal

Ref# SRSO/RFP/ED/PU/21-22/01

Sindh Rural Support Organization is a not-for-profit organization registered with SECP under section 42 of companies act 2017. Sindh Rural Support Organization is established in 2003 with endowment fund of Govt. of Sindh to support objective of Govt. of Sindh to reduce poverty through community driven development.

Objective: SRSO is seeking Proposals from Start-up/ Enterprise Training firms for implementing this assignment of training 200 select beneficiaries from the 6 PPRP districts and facilitating incubation and start of their businesses. This assignment includes an intensive training program for SRSO Enterprise Staff to facilitate transfer of knowledge and skills to be able to take the program forward

Background

The Government of Sindh had piloted the Union Council Based Poverty Reduction Program (UCBPRP) in two districts, i.e. Shikarpur and Kashmore @ Kandhkot in 2009, which was expanded to other two districts i.e. Jacobabad and Tharparkar, owing to successful results achieved in first two districts. The program aims to reduce the poverty by improving living conditions of poor households in rural areas through three tiers social mobilisation approach (CO/VO/LSO) of RSPs.

After the success of UCBPRP at community level and Government's continuous commitment and support for the social mobilization, the European Union (EU) and the Government of Pakistan signed a financing agreement for the implementation of Sindh-Union Council and community economic strengthening support (SUCCESS) program in eight districts of Sindh.

This model was subsequently expanded to further six districts with the financial support of Government of Sindh under the Peoples' Poverty Reduction Program: Khairpur, Sanghar, Umerkot, Mirpurkhas, Badin and Thatta and further expanded to two more districts Sukkur and Ghotki in 2020. The model is to achieve the goals of poverty reduction through community empowerment, and the provision of support for income generation and enterprise development. It provides a grassroot level reach out to the poorest rural population through Social Mobilization and Income Generation for achieving Sustainable Development Goals (SDGs) and Social Sector Improvement by ameliorating multiple indicators in Sindh.

Poverty reduction in rural areas depends upon creation of assets, income generation activities. The program is gradually laying emphasis on increasing micro entrepreneurship at individual and group level for raising sustainable incomes. . The organized communities are provided guidance, financial

support and business skills capacity development to undertake business start-ups; micro enterprises and Income Generating activities.. Enterprise Development has a very important role to play in this context.

SRSO intends to run a pilot project to launch the Enterprise Development Program through an effective training and capacity development of target beneficiaries through a third party and develop internal capacity to manage the program in Khairpur, Sanghar, Umerkot, Mirpurkhas, Badin and Thatta to establish sustainable entrepreneurship to help in job creation and poverty reduction.

Goal

Develop a micro/small businesses/ start-up incubation program that can help start 200 small businesses through training of 300 individuals in 6 target districts of Sindh (Khairpur, Sanghar, Mirpurkhas, Umerkot, Thatta and badin). Also develop SRSO capacity to execute the program.

Duration

Duration of the pilot project is six months.

Success Criteria

While the actual success of a Start-Up businesses/ micro enterprises may take longer than the project duration, the success of the pilot project will be assessed based on how many participants have successfully completed the training and have started their businesses as per the business plan.

Success of initial assessment process will be measured based upon the percentage of people that started the training and actually went for the business startup.

Success of knowledge transfer and capacity building at SRSO will be measured on the completion of all the activities in the training program.

In your proposal, please provide your target success rates for both key measures and also full list of training activities for SRSO staff.

What shall be included in the proposal

The proposal shall cover the delivery of following deliverables:

1. Evaluation and Recruitment of potential beneficiaries /entrepreneurs as per SRSO criteria.
2. Design of the Training Program.
3. Delivery of the classroom training for entrepreneurs including training facilities in main cities in each district of PPRP program (mentioned above).
4. Design and Delivery of the training program for SRSO staff engaged on enterprise development (approximately 50 officials of various level from support to management level) on the overall administration and further delivery of the program after the pilot project.
5. Mentoring program to help the trainee entrepreneurs with their startups for up to 90 days post training.
6. Incubation Management Training delivery to the SRSO enterprise development staff to understand the basics of incubation and managing an effective incubation program.

7. Help the trained entrepreneurs in marketing their products/business through digital platform

Price Structure

The prospective firm to provide overall pricing of the project as a fixed price. Also, for every deliverable, provide a total cost estimate.

Payment Terms

Provide clear payment terms for the project based on the successful delivery of each deliverable.

Qualifications of the Firm

Must be a SECP registered company, non-profit organization or a society registered under the societies act. The Company shall have a minimum of 5 years' experience national/international in designing and managing incubation programs, must have conducted large scale entrepreneurship training programs in the past.

Preference will be assigned to firm/ having established relationships with major universities in Sindh to facilitate identification of beneficiaries as per SRSO criteria and to undertake hands on training.

S.NO	Evaluation factor	Marks
1	Must have NTN / FTN/STRN	10
2	SECP registered company, non-profit organization or a society registered under the societies act	10
3	Implementation Strategy: Contractor's understanding of the services requested explaining how they propose to perform their tasks in order to ensure quality and timely delivery of the objectives and requirements set out under the tendering specifications.	10
4	General / Overall Experience of 8 Years national/international	10
5	Relevant Experience of 5 Years national/international and preferably having established relationships with major universities in Sindh to facilitate identification of beneficiaries as per SRSO criteria and to undertake hands on training.	20
6	Team of Qualified / key expert staff (Share CV) for smooth completion of assignment	20
7	Affidavit not be blacklisted by any organization/authority	10
8	Must have a Turnover of 15million in two-year period. Please provide the audited financial statement / bank statement	10

70 Marks will be the qualifying Marks for financial consideration.

Best price quality ratio will be observed for the final selection of firm / institute.

General Terms & Conditions:

- SRSO reserves the right to cancel/reject the RFP process at any time / stage without assigning any reason.
- Duration of contract may be extended subject to satisfactory performances.
- Firms are bound by their proposals for 60 days as RFP validity period after the deadline for submitting proposals or until they have been notified of non-award.
- No costs incurred by the firm / institute in preparing and submitting the proposals are reimbursable. All such costs must be borne by the contractor.
- Firms / institute may sign and stamp all this RFP pages as the acceptance and may attach with their proposals.