

Request for Proposal: Scaling Readiness for Education Focused Social Entrepreneurs June 20, 2022.

BACKGROUND

Reach for Change is a global non-profit organization working to unleash the power of social entrepreneurs and create a better world for children and youth. To achieve this, we provide tailored capacity development opportunities for local social entrepreneurs and support the advancement of proven solutions within three thematic areas (poverty, inequality, climate change). Since our establishment in 2010, we have supported more than 1,200 social entrepreneurs across 18 countries. Their solutions in turn have supported more than 4.3 million children and youth across Africa, Central Asia and Europe.

We also strive to improve local ecosystems for entrepreneurship and build strong pipelines of social innovation across our markets. We have over the years engaged in thought leadership, cross-sectoral collaborations and evidence generation, as well as supporting the co-founding of national umbrella associations (e.g. Social Enterprise Ghana).

The Partner

The Jacobs Foundation invests in the future of young people so that they become socially responsible and productive members of society. They believe in order to achieve this goal, children and youth must be given better opportunities for positive development and equitable access to education, whatever their background, place of residence or family income. Learning is crucial for successful and productive human development and key to children's ability to reach their full potential and fulfill their aspirations.

They have devoted themselves to promoting child and youth development all over the world for more than 30 years. With the complex social changes taking place in the world today, education is becoming increasingly important for success in life. Through their activities, they have identified important issues and societal needs in education and learning. Together with their partners they seek to find innovative ways to promote learning and child development, and to facilitate social change and lasting impact.



The Program

Context

Despite noteworthy progress in recent decades, the Ghanaian educational system continues to face several challenges. Many children still achieve poor educational outcomes due to overcrowded classrooms, lack of access to school materials and a shortage of well-trained teachers. Over half a million children are not enrolled in primary school - a problem which disproportionately affects girls and children with disabilities.

While many current social entrepreneurs in Ghana strive to innovate and create effective education solutions, most do not impact children's educational outcomes at the scale or depth they desire. Common challenges include limited access to funding, political barriers within the education sector, difficulties in measuring and proving their impact, and a need for stronger strategic leadership within their organizations.

Reach for Change is collaborating with the Jacobs Foundation to run a two-year scaling readiness program which will strengthen the evidence-based nature of proven education solutions in Ghana and lay the groundwork for their future scaling. The support provided to a cohort of 10 established social entrepreneurs will intentionally create synergies with and integrate a range of Jacobs Foundation networks, partnerships and resources, both in Ghana and further afield. The cohort will also receive a grant in order to support their organizational development and readiness to scale.

Expected Short Term Outcomes of the program include:

- Increased knowledge of good practice relevant to the educational contexts the social entrepreneurs operate in.
- Transformation of knowledge and understanding into improved practices, including the ability to prove the evidence-based nature of their solutions
- To support sustainability of the programme, social entrepreneurs will be supported towards increased partnerships with professionals who support them with funding for future scaling pilots.
- Entrepreneurs will increasingly show positive results that, among other things, indicate their solutions are impactful, their business models are sustainable, and their impact is on a trajectory towards scale.

Project Summary & Scope

Expected Deliverables include:

1. Conduct a needs assessment to determine the individual training needs of 10 education focused/ed-tech social entrepreneurs. This will include conducting personal interviews, potentially in conjunction with Reach for Change.
2. Develop content and facilitate sessions that will lead to a shift in social entrepreneurs' mindsets, deepen their understanding of what scaling involves and improve their readiness to do so.
3. Facilitate sessions on scaling readiness topics including but not limited to the following:
 - Introduction to scaling
 - Innovations for scale
 - Adapting business models for scale / Optimize business model for scale
 - Strategies for scaling
4. Provide on an individual needs basis, a dedicated coaching and mentoring sessions for 10 education focused social entrepreneurs over a 12 month period. Kindly propose
5. Prepare and submit an end of immersion week report outlining the impact of the training support program, highlighting the learnings that can be incorporated into future programs, participant's status and readiness for scale, additional support needs based on their progress during the immersion week.

PROPOSAL GUIDELINES - Please include the following in your proposal:

1. Update the **high-level** strategy/plan for how you would approach this project and accomplish the goals listed in the project summary and scope.
2. All necessary supporting documents.
3. Your technical proposal should **not** exceed 4 pages.

Timeline: The deadline for submission of proposals will be **Thursday 30th June 2022**, at **23:59GMT**.

BUDGET: Kindly present a financial proposal as an appendix to the technical proposal. The financial proposal should not exceed 2 pages.

All proposals should be sent to applicationsgh@reachforchange.org

