



CALL FOR PROPOSALS FOR WIN-WIN PARTNERSHIPS

The TUMA+ consortium aims to scale a new generation of innovative entrepreneurial solutions with private sector engagement.

The TUMA+ consortium, consisting of six main members; CARE Nederland, CARE RDC, ADJ, SARCAF, PARDE and Healthy Entrepreneurs, with the support of the CARE USA innovation team, seeks to partner with (social) enterprises with innovative business models for establishing partnership opportunities with youth and women through a win-win collaboration.

- The TUMA+ consortium will scale-up a new generation of **innovative entrepreneurial solutions** proposed by out of school youth and women. These will respond to the challenges/needs of enterprises and/or other selected private sector actors
- For its success and sustainability, this initiative requires strong commitment of the private sector
- To participate in the partnership 'scale-up' network on behalf of the TUMA+ consortium, (social) enterprises with solid evidence or a clear vision towards positively impacting the lives of youth and women and a compelling business plan to achieve levels of sustainable scale are invited to apply
- The selected partners will be invited to sign a partnership agreement with the TUMA+ Consortium in order to co-create win-win collaboration with youth and women participating in the project in the East of the DRC.
- Preference will be given to candidates with demonstrated ability and who plan to collaborate with out of school youth and women in the provinces of North and South Kivu.

See details on the eligibility criteria for your proposal in the below annex. Only actors deemed interesting and relevant for the TUMA+ consortium will be contacted.

Background

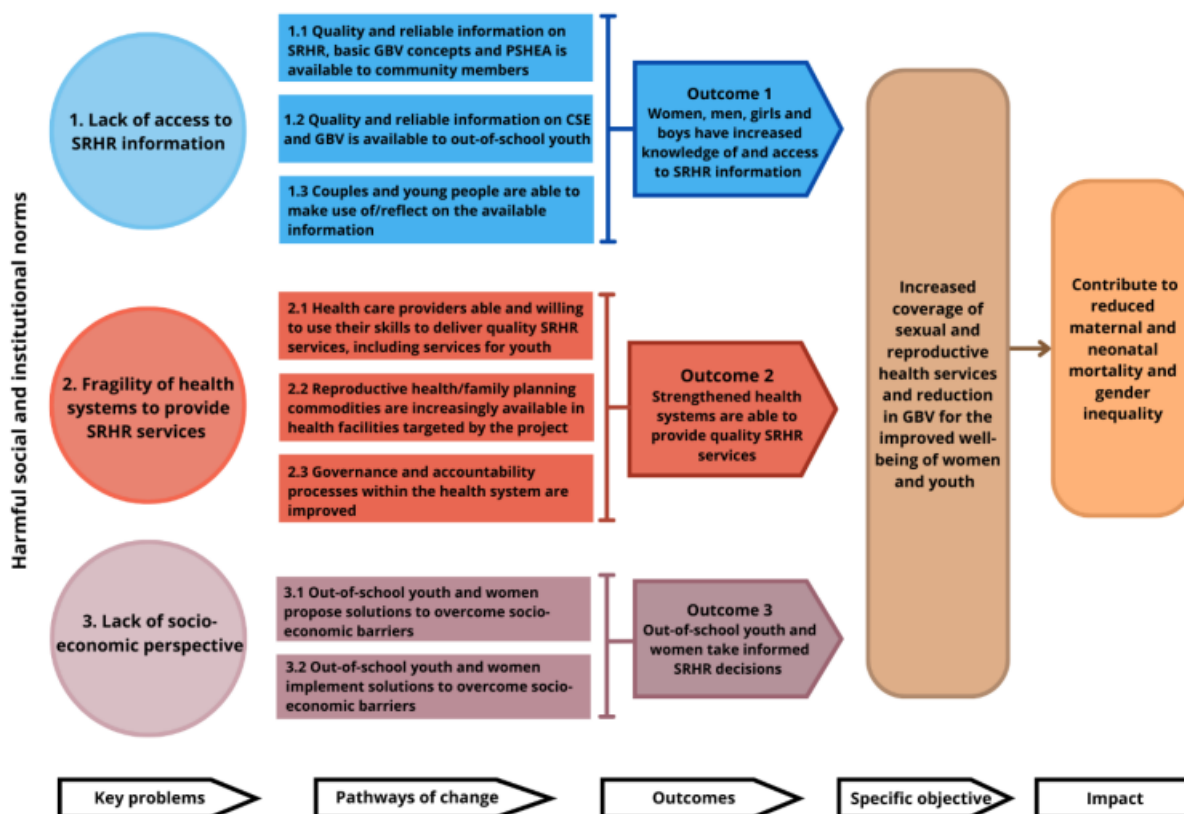
The Democratic Republic of Congo (DRC), particularly the eastern region, has suffered from decades of conflict and unrest, with devastating consequences for the Congolese population's ability to prosper and reach their full potential.

The TUMA+ project - Tuhimizane kwa Mabadiliko in Swahili ("Mobilisation for Change") is a 48-month development project aimed at strengthening the interventions of previous programs, such as Mawe Tatu II, a program implemented in North and South Kivu between 2019 and 2022 with a focus on sexual and reproductive health, positive masculinity and entrepreneurship.

In addition, TUMA+ focuses on promoting links with the private sector.

As we can see from the theory of change below, the TUMA+ project's problem analysis has identified the lack of socio-economic perspectives for out of school youth and women as a key challenge and is committed to engage with private sector actors to contribute to creating economic opportunities.

Visualisation Theory of Change



The TUMA+ Consortium, through this market study seeks to join forces with private sector actors with a view to the scaling up of innovative entrepreneurial solutions proposed by out of school youth and women through facilitating to establish win-win partnerships.

Specifically, the market study seeks to:

- Identify promising sectors in the DRC and outside the country in alignment with the identified needs of out of school youth and women,
- Identify (social) enterprises with potential to scale-up innovative solutions in the DRC and

outside the country,

- Analyse scaling capacity with a view to identifying barriers to scaling in light of the experience of the target population (women and young people out of school),
- Propose challenges for the Hackathon - an activity during which young people will propose innovative entrepreneurial solutions, among which the best are selected to be jointly supported by the project and selected private sector actors.

Call for proposals

The TUMA+ Consortium seeks enterprises or other private sector actors who are open, motivated and capable of accommodating innovative solutions from out of school youth and women to respond at the same time to an entrepreneurial challenge and give the opportunity to a large number of out of school youth and women to have economic perspectives. This requires the motivation to engage in a process co-creating innovative entrepreneurial solutions with out –of school youth and women

- Companies with the motivation, openness and capabilities to scale up to influence, adapt and guarantee social change for populations in vulnerable situations (in particular out of school youth and women) through inclusive interventions.
- An illustrated commitment to humanitarian values, like for members of the TUMA+ consortium
- Private sector actors that can present an identified entrepreneurial challenge (and possibly already an idea of a solution) to strengthen the achievement of the objective/mission of the private actor and at the same time economically advance out of school youth and women. With the final aim to contribute to overcoming socio-economic barriers for allowing them to make informed decisions regarding sexual and reproductive health rights.

Selected partners will benefit in the following way:

- The visibility of their structure within a large network of organizations through the members of the TUMA+ Consortium - CARE Nederland, CARE RDC, ADJ, SARCAF, PARDE and Healthy Entrepreneurs - and other actors who will have access to the results of this market study and documentation of the results of the implementation of innovative entrepreneurial solutions (win-win partnerships),
- The possibility of participating in the design thinking process to test and scale the solutions proposed by out of school youth and women, or co- create their solutions with a large network of members of the TUMA+ consortium. This process includes participation in the hackathon activity, either in a direct (physical) or indirect way, organized by the project. During this activity innovative entrepreneurial solutions will be developed, presented and selected, with the objective of establishing win-win partnerships between participants in the TUMA+ project (out of school youth and women) and selected private sector actors,
- Technical support, human resources and co-investment on innovative entrepreneurial solutions through the TUMA+ project
- **The selected partners commit to:**
 - ❖ Sign collaboration agreements for at least 3 years
 - ❖ Invest at least 50% of the funds allocated (can be in kind) to initiatives for young people outside schools and women.

APPENDICES

A. Conditions of eligibility

To be eligible, interested organizations must meet the following conditions:

- Be currently operational (no geographical restrictions),
- Have an up-to-date registration.
- Be in a healthy financial situation or, in the case of start-up businesses, be able to demonstrate how it is financially viable to support the initiatives of out of school youth and women,
- Not be excluded from eligibility for funds provided by the Dutch Embassy.
- Have a successful track record and/or compelling ambition in starting and implementing innovative solutions with validated impact and demonstrated scaling potential.
- Have sufficient existing capacity and motivation to support the initiatives of youth and women from the intervention zones of the TUMA+ project.
- Have a demonstrated commitment to women's and youth economic justice, gender, as well as social and environmental operational safeguards (including, at a minimum, safeguards for the prevention of sexual harassment, exploitation and abuse).

B. Proposal Requirements

Areas	Questions
<p>OFFERED PRODUCTS AND SERVICES</p>	<ul style="list-style-type: none"> • <i>What is the problem that your social objective or activities seek to solve?</i> • <i>Who is this a problem for?</i> • <i>Why the urgency to resolve it now?</i> • <i>Who is specifically targeted by your interventions?</i> • <i>What's new in your approach to solving this problem?</i> • <i>What products and/or services do you offer?</i> • <i>What evidence do you have to illustrate the proven impact of your solution to scale up to influence, adapt and sustain social change for populations in vulnerable/deprived conditions, through inclusive interventions including youth and women?</i> • <i>What are the gaps/challenges you encounter in achieving your objectives?</i> • <i>To what extent do you see the opportunity for out of school youth and women to propose and jointly implement innovative solutions to overcome these gaps/challenges?</i> • <i>What are the difficulties you may encounter in</i>

	<p><i>collaborating with youth and women in a win-win partnership?</i></p>
<p>CURRENT SCOPE AND COSTS</p>	<ul style="list-style-type: none"> • <i>What is your primary customer base and how do you know your solution is relevant or meets their priority needs?</i> • <i>What is the current deployment cost per customer?</i>
<p>EVIDENCE OF IMPACT</p>	<ul style="list-style-type: none"> • <i>How does your social innovation contribute to facilitating socio-economic opportunities for women and youth?</i> • <i>What is your evidence of impact?</i>
<p>SUSTAINABILITY AND SCALE PLAN</p>	<ul style="list-style-type: none"> • <i>What are the main challenges that you will encounter in reaching a level of scale, that is to say influencing, repeating, adapting and guaranteeing social change for populations, in particular out of school youth and women?</i> • <i>How could a partnership with the TUMA+ Consortium resolve some of your challenges, contribute to your sustainable development ambitions and at the same time to economic justice for young people and women outside of school?</i>
<p>TEAM AND POSITIONING</p>	<ul style="list-style-type: none"> • <i>What experience does your team/organization have in successfully developing and managing partnerships (for example, with local government, civil society organizations, the private sector or others)?</i> • <i>What makes your team/organization being in the most strategic position to sign a win-win collaborative partnership with the TUMA+ consortium?</i> • <i>What human and financial resources are available to co-invest in innovative entrepreneurial solutions?</i>
<p>USER OPERATION MODEL</p>	<ul style="list-style-type: none"> • <i>What is your operating model i.e. – Who does what?</i> • <i>How do you deliver your products and services?</i> • <i>Who do you work with?</i> • <i>How do you source your supplies and from whom by category (type of good or service purchased)?</i>

SCALE
COLLABORATION
OPPORTUNITY

- *Do you have examples of collaboration with other actors, particularly women and youth, in the DRC or in*

	<p><i>other countries?</i></p> <ul style="list-style-type: none"> • <i>What are your ambitions for scaling? Do you have a scaling plan/strategy?</i> • <i>What are the challenges to scaling?</i> • <i>What opportunities for collaboration do you see with women and young people in the DRC?</i> • <i>Would this change your partnership model? If so, are you ready to do it?</i>
--	--

C. Evaluation criteria

Criteria	Definition	Points
<i>What makes the business model very interesting?</i>		
Relevance	The relevance of the answers to the questions in the application form	50 points
Motivation	In the letter of expression of interest, clearly explain how you are flexible and willing to explore the solutions that will be proposed by youth and women whom you will support in scaling up to respond to the lack of socio-economic prospects (while at the same time addressing an entrepreneurial challenge) .	20 points
Innovative	The proposed activities are clearly new (i.e. more equitable, more innovative and/or commercially competitive) compared to previous approaches.	10 points
<i>Is the applicant organization well placed to collaborate with the TUMA+ Consortium and sustainably evolve youth and women's initiatives?</i>		
Administrative documents	The applicant is a formal business or registered entity with administrative documents	10 points
Experience	The organization has demonstrated successful experience in managing partnerships.	10 points

Mission and Values	The organization exemplifies strong alignment with humanitarian values.	10 points
---------------------------	---	-----------

For this partnership opportunity, please complete the following application form before February 29, 2024, at 11 p.m. Eastern DRC Time: [Apply DRC BUSINESS COMPANY \(drcbcompany.com\)](https://drcbcompany.com)

Only those whose applications Consortium TUMA+ and DRC Business Company deem interesting will be contacted. Please review all eligibility requirements in detail and submit your application on time.

Please include the following elements :

- Letter of expression of interest,
- Summary of your structure (presentation),
- Administrative documents (legal justification showing the existence of the structure),

Any questions regarding the proposal or application requirements may be directed to: bzihaliirwa@drcbcompany.com The Answers will only be provided to questions submitted before February 26, 2023.

[APPLY DRC BUSINESS COMPANY \(drcbcompany.com\)](https://drcbcompany.com)