

Request for Expression of Interest

Project UBIA- Ecosystem Partner Search

Reference No.: EOI-Eco Partners

1. Project Background and Objectives

MTN Ghana in partnership with the Government of Ghana has taken steps to establish an ICT Hub (Ghana ICT Hub) at the Accra Digital Center to aid the realisation of the Digital Ghana Agenda.

The objectives of the Ghana ICT Hub project are anchored on the following:

- a) To create an ICT enabled environment for human capital and ICT Skills development.
- b) To develop an ICT ecosystem through onsite and remote access delivery to facilitate job creation for national development.
- c) To provide a modern state-of-the-art physical infrastructure to serve as a pillar for the Digital Ghana Agenda.

The eco-friendly physical structure when completed will provide four thousand square meters (4000 sqm) of space with the following facilities:

- a) Industry 4.0 Labs. This will include:
 - I. Artificial Intelligence (AI) Labs that will provide practical training and research facilities for the youth in Machine Learning, Robotics, Neural Networks, Deep Learning, Natural Language Processing and Reinforcement Learning
 - II. Engineering Labs that will be set up with equipment, hardware and software, to provide training in Advanced Manufacturing Systems, Smart Factories, 3D Printing , CNC Machines, Cloud Computing and Genetic Engineering.
- b) Innovation Hub and co-working spaces for technology Innovation start-ups
- c) Tier 3 Data center
- d) Conferencing facilities
- e) Offices and meeting rooms
- f) Commercial lettable spaces
- g) Gaming area
- h) Restaurant
- i) Ancillary facilities

MTN invites suitable firms to express interest in becoming an ecosystem partner to manage and coordinate the programmes, thought leadership, strategic partnerships, government stakeholders and operations at the hub. The ecosystem partner will be expected to execute its delivery through an onsite and remote delivery platform within the ICT Hub.

2. Scope of Work

The ecosystem partner will be required to develop an ICT ecosystem that provides support, mentoring and unlocks funding for startups, innovators, and research organizations in key sectors of technology solutions as pertaining to Health, Agriculture and Education to facilitate job creation for national development by bringing together corporates, foundations, public entities, universities, venture capitalists etc. to create a community.

3. Eligibility Criteria

At this stage of the procurement process, the ecosystem partner must meet the following criteria to be shortlisted to the next phase:

- a) An entity (local /foreign) with previous experience in running incubation and entrepreneurship programs providing mentoring and networking for Startups.
- b) Demonstrate previous track record in managing an ecosystem by bringing together government, public institutions (such as Ministries, Departments and Agencies), corporates, foundations, universities, etc. to create a community.
- c) Previous track record in designing an Innovation Fund to support start-ups, Research Agencies, and other entities in an Innovation Hub.
- d) Demonstrate favourable outcomes from managing past entrepreneurship programs such as creation of decent jobs, motivate economic growth, increase quality of life, strengthen ecosystems and diversity.
- e) Have a blended approach of delivery to include both onsite and remote meetings.
- f) Have the relevant certification for the ICT ecosystem development requirements e.g., ISO/IEC27001 and other global certifications.
- g) Demonstrate capacity to position Ghana as regional/Global center for international partnerships and innovations.

4. Form and Mode of Submission of Expression of Interest

In addition to meeting the requirements highlighted, interested ecosystem partner candidates must include the following in their expression of interest:

- a) Firm profile highlighting experience and showcasing eligibility criteria
- b) Include a minimum of five (5) similar experiences across the eligibility criteria
- c) Include evidence of ability to deliver the proposed outcomes such as mentorship programmes, training programmes, innovation/development fund management, entrepreneurship focused programmes, etc.
- d) Include specialists and experts highlighting their qualifications, years of experience and capacity to support the various elements of the requirements for ecosystem partner

Expressions of Interest shall not exceed 20 pages. Applicants may include separate brochures demonstrating the relevant eligibility criteria and further details on the expression of interest requirements as part of their submission.

5. Submission

All expressions of interest by applicants should be submitted via MTN Ghana's sourcing platform at ([<https://ehle.fa.em2.oraclecloud.com/fscmUI/faces/PrcPosRegisterSupplier?prcBuId=300000004748224>]) by 5pm on [5th March 2025].

6. Additional information

- a) Applicants for the ecosystem partner role in Project Ubia may associate with other partners to strengthen their submission (where necessary).
- b) Applicants may request for clarification or further details via the email address eugenia.lamptey@mtn.com, anthony.oseitutu@mtn.com

