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# Strengthening Social Entrepreneurship for Migration & Development (SEMD) Project

Call for Expression of Interest

Provision of support to social entrepreneurs targeting  
migrants and refugees in Jordan, Lebanon and Egypt

## **Content**

<b>1</b>	<b>Background</b> .....	<b>2</b>
<b>2</b>	<b>Programme</b> .....	<b>2</b>
<b>3</b>	<b>Objectives</b> .....	<b>3</b>
<b>4</b>	<b>Eligibility Criteria</b> .....	<b>4</b>
<b>5</b>	<b>Application Process</b> .....	<b>4</b>

## **1 Background**

Migration is one of Swiss Agency for Development and Cooperation (SDC) thematic priorities in the current and future dispatch on Switzerland's International Cooperation. The draft dispatch 2021-2024 recognizes the contribution of regular migration to development. It mandates SDC to further enhance the strategic linking of migration with international cooperation while focusing its geographic reach. The Middle East and Africa remain priority regions of Swiss development cooperation and SDC is the main bilateral donor engaged on migration and development in the Middle East.

The Middle East is globally one of the largest migrant hosting regions with roughly 30 million migrant workers and refugees. Migrant workers originate mainly from Asia, the Arab States (Egypt), and increasingly Africa. They typically migrate regularly for a few years under temporary contracts. The Middle East region also faces one of the world's largest forced displacement crisis, which has become increasingly protracted in nature.

Migrants' contribution to host country economies and countries of origin is substantial. Migration also results in financial benefits for migrants and their families through improved development outcomes, such as in education and health. The governance of foreign labour in the region is similar and referred to as the sponsorship system. Foreign workers are highly dependent on their employers. Abuse and hazardous work conditions are common as are discriminatory attitudes and behaviour against migrants/refugees.

## **2 Program**

In line with the overall SDC/GPMD program for the Middle East, GFA has been awarded a mandate through open tender process to implement the inception phase of five months and a main phase. During the inception phase GFA will identify suitable social entrepreneurship support structures and elaborate a full-fledged Project Document including the detailed budget and all related assessments for the approval of the main implementation phase.

GFA on behalf of SDC seeks to collaborate with private sector actors, social entrepreneurs and social entrepreneurship structures to address challenges of migrants and refugees and enhance the benefits of migration. The rationale for engaging with the private sector includes considerations of leveraging complementary funding for achieving the SDGs; the strong focus on sustainability; and the need to find innovative solutions to address existing challenges.

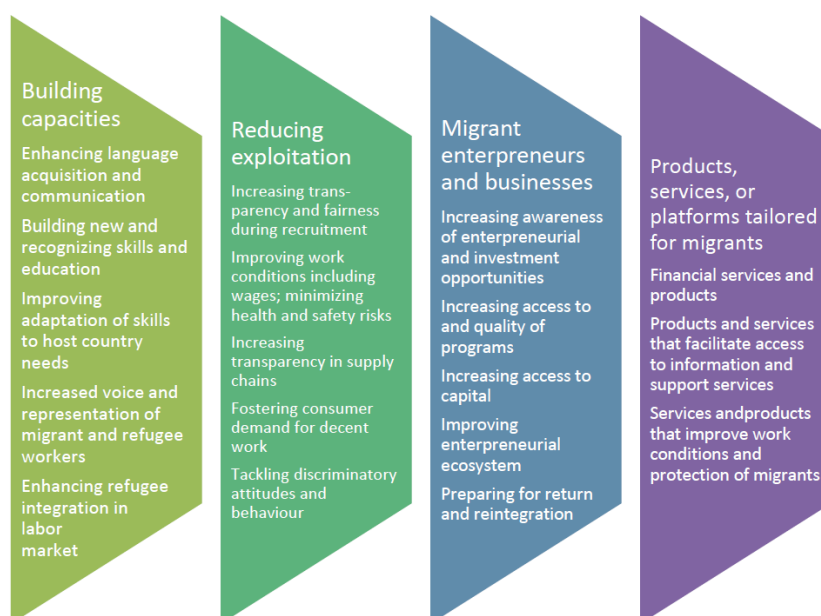
Specifically, GFA plans to collaborate with at least three social entrepreneurship support structures in Jordan, Lebanon and Egypt with the aim of contributing to the following tentative Outcomes: 1) key stakeholders contribute to creating and enhancing an entrepreneurial ecosystem for migration & development at national and regional levels 2) increase in sustainability of migration & development solutions through market-based approach 3) entrepreneurs develop, sustainably implement, and potentially scale their migration & development solutions on national, regional and cross-regional levels.

### 3 Objectives

This request for Expression of Interest (EOI) is intended to identify Social Entrepreneurship Support Structures (SESTs) who are experienced in providing support services to social entrepreneurs and impact-driven entrepreneurs between January 2021 and June 2023 and who are interested in being included in a short list of pre-identified implementing partners. The rationale for working with SESTs is to capitalize on their ability to select the promising initiatives and their knowhow about quality control, and to sustainably anchor implementation knowledge within the local ecosystem. These partners will be asked in a next step to prepare detailed technical and financial proposals.

It is the aim of the programme to support entrepreneurs who offer products and services benefiting migrants/and or refugees. The number of supported entrepreneurs has not been defined yet and very much depends on the format and the offer of the SESTs.

The entrepreneurs could offer the following services or products which are benefitting migrants and/or refugees:



Source: SDC

Interested SESTs should make a proposal identifying the type of entrepreneurs to support: Either ideation stage entrepreneurs or entrepreneurs who are starting or scaling their business.

GFA is open to all formats of support that SESTs are intending to deliver to social entrepreneurs (trainings, coaching, knowledge exchange, business linkages, peer to peer exchange, technical assistance, awareness campaigns, policy dialogue to mobilise public and private sector support, financial support etc.) and is looking for suggestions from service providers to create effective combinations of activities to achieve the goals.

GFA expects the SESTs to have tested formats, have a pool of experienced trainers/coaches/consultants and the necessary premises to implement the activities. The SESTs should also be able to organise and implement the outreach to the entrepreneurs, as well as the pre- and post-test and the monitoring of the progress of the enterprises.

The support offers will need to be conducted, at least partially, in one or more of the following countries: Egypt, Jordan and Lebanon. Entrepreneurship initiatives that cover the entire migration cycle and also include activities in countries of origin or transit are also welcomed. It should also be possible to implement the activities in a remote, virtual way to ensure the implementation despite the current restrictions of movement and physical contact.

## 4 Eligibility Criteria

- The SEST should have a good understanding of the challenges and opportunities of social entrepreneurs in one or more of the following countries: Jordan, Egypt and Lebanon.
- The SEST must have experience in supporting (social) entrepreneurs. Ideally, but not mandatory, related to entrepreneurs providing services or products to migrants and refugees directly or indirectly to ensure economical sustainability.
- The SEST needs to demonstrate a track record of implementing medium scale donor funded projects through the past three years with a minimum total budget of 500k Euros
- The SEST needs the financial capacity to raise or provide 50% co-financing for this project. All sorts of co-financing mechanisms and tools are welcome, priority will be given to entities that shows the capability to engage private sector organisations contribution
- The SEST needs to have / be able to recruit the team capacity to implement such a project.
- The SEST must be registered under the respective country's rules and regulations. It can be either an NGO, a public organisation or a private sector company that has the legal ability to receive funds.
- Priority will be given to entities that have the capacity to implement projects in more than one country

## 5 Application Process

The applicant shall submit Expression of Interest (EoI) to: [SEMD@gfa-group.de](mailto:SEMD@gfa-group.de) mentioning name and contact details of the organization accompanied by the following documents:

- A concept note describing
  - Background information for the activities (like gaps in the ecosystem, needs of entrepreneurs etc.),
  - Proposed activity/ies (including duration, target group, logic, average total cost and approach to the implementation).
  - How the activities can be implemented with the highest possible safety and health measures.
  - How the 50% co-financing is raised or if the organisation has the capacity to provide the co-financing.
- A description of the organisation previous experiences, including relevant past projects in (social) entrepreneurship support in one or more of the three mentioned countries (summing up to at least 500k EUROS in the last 3 years) and previous co-financing partners.
- A description of the organisation capacities including; the location and premises, the team structure (incl. short biographies), the number of staff and years in business, its legal form proven by registration papers.

Only applications containing the mentioned documents will be taken into consideration.

Clarification questions may be sent to: [SEMD@gfa-group.de](mailto:SEMD@gfa-group.de) until July 12<sup>th</sup>, 2020

Answers for all questions will be shared with all participants via email

Deadline for sending the Expressions of Interest is July 20<sup>th</sup>, 2020

Announcement of shortlisted organisations will be on July 24<sup>th</sup>, 2020

Only Shortlisted organisations will be contacted to provide full proposal and discuss partnership agreements.