

EXPRESSION OF INTEREST FOR TECHNOLOGY ADVISORY CONSULTING SERVICES

I. Background and Introduction to the Assignment

Agaciro Development Fund is Rwanda's sovereign wealth fund. AGDF is an institutional investor with a long-time horizon in primarily domestic assets including fixed income government securities, term deposits and listed and unlisted equities. Agaciro's portfolio includes technology companies in the following industries: Telecommunications, Data Centres, and Software Development

Agaciro is looking to prequalify consulting firms to provide advisory services with respect to its Technology Portfolio.

Only applicants pre-qualified under this process will be invited to submit their proposals for Consultancy Services

II. Objectives of the Assignment

The key services include:

Technical & operational due diligence:

- 1) Provide technical due diligence on telecommunication and digital infrastructure including sites and equipment assessment, spectrum use assessment, software architecture and code analysis, technical performance review, etc.
- 2) Do operational due diligence on processes, intellectual property and other operational elements to determine capabilities, conditions, capacities and adherence to best practices and regulations as well as areas of improvement, etc.
- 3) Benchmarking technical and operational metrics against industry standards or best practices.

Comprehensive analysis of the market and competitive landscape, aiming to determine companies' market positioning, strategic fit and synergy opportunities within and beyond the portfolio.

Pre & Post Transaction advisory support: Serve as Agaciro's technical expert in buy/sell-side transactions, capital raising and dispute resolutions. The firm may also support Agaciro's investment committee with technical expertise on performance enhancements, growth plans and restructuring for our portfolio companies.

Risk Management: Assist in comprehensive risk management by identifying and quantifying potential risks in our investments and proposing risk mitigation factors.

Market intelligence: Provide market intelligence when required to support AgDF to understand the sectors in which our portfolio companies operate in and new opportunities for investment either as a fund or through our portfolio companies.

III. Qualification Requirements

- Firms must demonstrate track record advising top tier institutional investors and / operators in the Telecommunications, Data Center, cloud services and Technology sector in capital raising, mergers and acquisitions and other transactions.
- Firm must have strong technical and engineering experience given the complexity of the industry.
- Firms must demonstrate specific experience providing the requested services in the technology sub-sectors sectors of the Agaciro Portfolio:
 - Telecommunications (mobile/cellular services, fibre, satellite, data centres and cloud services)
 - Software Development
- Personnel must demonstrate specific experience providing the relevant services in the sectors indicated above. The firm must provide the list of core professionals and their relevant experience across the disciplines required in strategy, commercial operations, technical operations including engineering processes, legal & risk, disputes resolution. Senior Professionals should have more than 15 years of experience.
- Firms must demonstrate experience in Africa.

IV. Submission Details

Bidders should submit the following:

- The firm's services and key competencies in the services indicated above **in each of the** sectors of the Agaciro Portfolio i.e. Telecommunications (mobile/cellular services, fibre, satellite, data centres and cloud services) and Software Development
- The firm's track record in providing these services in the technology sub-sectors in the last 7 years. Where possible, please indicate client name (if disclosure is allowed), deal value, services rendered and country. A minimum of 10 credentials is required but firms may provide more credentials to demonstrate the depth and breadth of their experience. Client recommendations where available are strongly encouraged.
- Profiles of the core professionals within the firm highlighting credentials, the years of experience and relevant projects they have supported.

- Any comments on and/or problems with fulfilling the services as defined in these Terms of Reference, and a description of the way the Consultant would plan to execute the services.
- Designated contact person, and their contact details, for all future communication

V. Submission Timelines

Please submit all proposals and queries to procurement@agaciro.rw. Proposals should be submitted by 5:00 PM (GMT + 2) on Friday December 15, 2023

VI. Reporting Mechanisms

The consultants will report to the Executive Management of Agaciro Development Fund and any stakeholders it nominates.

VII. Qualification requirements of the Firm

The Consultants should have a combined strong record of accomplishment in advising institutional investors and operators in the Technology Sector.

VIII. Location for the Assignment

The services will be conducted in Kigali and remotely.