



REQUEST FOR SERVICE PROVIDER

FUNDRAISING FOR NPOs

1) Overview

The National Association of Social Change Entities in Education (NASCEE) is a member-led association that creates and supports opportunities for networking, capacity building and collaboration between non-profit organisations in the education sector, to maximise their collective contribution toward the national development goals related to education. The Association was launched in May 2019 and has begun to make a significant contribution to the education sector in South Africa. Since its launch, NASCEE has had three capacity building conferences and amassed 137 members, while it engages and communicates with 2,500 education NPOs on its database.

NASCEE comprises of funders, non-government organisations (NGOs), and social change entities, who are dedicated to making quality education accessible to all South Africans. Within our current and potential membership, we have organisations that focus on niche areas along the entire education value chain. As multiple stakeholders working together, NASCEE promotes equitable quality education for all South Africans.

2) Opportunity

NASCEE is seeking training service providers to design and implement various skills development programmes for its members aimed at addressing critical skills for the sector. The skills development programmes are to be rolled out between April 2023 to July 2023, each targeting 25 beneficiaries who will be selected from our member organisations.

3) Scope of work

Design and implement an on-line (virtual) Fundraising skills programme for NASCEE members that covers key elements including amongst others the following:

- Developing a fundraising strategy
- Building and maintaining strong donor relationships
- Proposal writing
- Budgeting

The skills programme must either be accredited or recognised by a reputable body.

NASCEE member organisations will be invited to participate in the skills building programme and requested to identify the best suited staff members to register based on their position and/or the work that they do in the organisation. We envisage that coming into the programme, some of the participants may only have a basic understanding of Fundraising concepts and may therefore require additional mentoring.

It is anticipated that the scope of work requires 2 days per month over 2/3 months.

4) Criteria

Interested parties are required to submit a comprehensive proposal outlining the skills programme, including clearly defined outcomes, timeframes for delivery, the skills, and experience of their team (including highest qualifications) as well as an organisational track record in offering Fundraising training with references. Submission of your B-BBEE certificate or affidavit will be an added advantage.

All submissions will be reviewed by the NASCEE Governance and Finance Committee in accordance with the following criteria:

| Criteria | Weight | Comments |
|------------------------------------|---------------|--|
| Capacity | 10 | Demonstrate human resource capacity to implement the programme |
| Level of transformation | 10 | Based on the people involved in the programme (race, gender) and/or B-BBEE credentials – full points if team includes previously disadvantaged individuals |
| Type of entity or nature of bidder | 10 | Non-profit, for-profit, consultant – preference for non-profit entities with NASCEE membership |
| Previous experience | 30 | Relevant experience based on past work, track record in the field. Must have a track record of 3 or more years |
| References | 10 | At least two (2) reference letters or contactable references provided |
| Proposal and methodology | 30 | Comprehensive proposal and implementation plan with a clear, logical, and realistic approach |
| Total | 100 | |

5) Expected timelines

- 3 March 2023: Deadline for submissions
- 10 March 2023: Calls to shortlisted applicants
- 14 to 16 March 2023: Shortlist interviews
- 24 March 2023: Appointment finalised
- 31 March 2023: Submission of training plan which includes specific training dates and training programme outline

6) Format of submission

The proposal should be 5-10 pages, including detailed budget (all taxes should be factored in).

7) Submission of proposal

Please submit your proposal to szhanda@nascee.org.za no later than **17h00** on **3 March 2023**.