



FONDS INNOV INVEST

PRE-SELECTION OF SUPPORT STRUCTURES FOR THE ACCELERATION OF INNOVATIVE STARTUPS

CONTEXTE GENERAL

As part of its ongoing efforts to support the innovation ecosystem as part of the Innov Invest Fund (FII), the “Société Nationale de Garantie et du Financement de l’Entreprise”, operating under the brand "TAMWILCOM," hereby addresses the "Acceleration" segment to enhance its value proposition and strengthen the financing continuum for innovative startups.

The implementation of this initiative is part of a comprehensive strategy by the public authorities to promote the financing of startups and innovative project holders. This target is characterized by a high level of risk, necessitating the establishment of a structured product offering to ensure a continuum of financing throughout the startup's life cycle.

The FII aims to emphasize accelerating the growth of highly potential innovative companies by engaging the private sector in the creation of a high-impact acceleration program within the innovation ecosystem in Morocco. This program is intended to:

- Unlock the potential of promising startups with ambitions for growth and internationalization.
- Improve access to funding for these startups by facilitating capital fundraising.

To this end, TAMWILCOM has developed this document to pre-select support structures (referred to as "Accelerator").

DEFINITIONS ET ABBREVIATIONS

- Accelerator Partner: Entity capable of designing and implementing startup support programs to foster their growth and facilitate fundraising.
- EOI (Expression of Interest): Call for expressions of interest aimed at pre-selecting candidates who will be invited to submit proposals under this Terms of Reference.
- FII (Innov Invest Fund): Fund established by the State and managed by TAMWILCOM to support startups and innovative entrepreneurs.
- Seed Fund: Investment vehicle structured by the Accelerator Partner to support startups in the initial stage of their development.
- Fundraising: The process by which a company raises funds from investors to finance its activities. This can be done through debt (loans, bonds) or through fundraising by an investment fund.
- Acceleration program: Set of services and resources offered by the Accelerator Partner to startups, including advisory services, networking, and funding.
- SNGFE (National Company for Guarantee and Financing of Enterprises):
- Startups: Newly established companies, often with high growth and innovation potential.
- Portfolio Startups: Eligible startups selected within the framework of the Acceleration Offering and/or Investment Offering.
- Moroccan Startup: Startup governed by Moroccan law, with its main establishment and operations in Morocco, the majority of its employees, and operating expenses in Morocco.

1. Call for Expressions of Interest

The purpose of this EOI is to pre-select Accelerators engaged in (i) deploying acceleration programs for high-potential startups and (ii) making seed-stage investments, either directly or through affiliated funds.

Pre-selected Accelerators will be invited to obtain the terms of references to to prepare their proposals, including details on deploying an Acceleration program tailored address the needs of the Moroccan startups and emphasizing preparation for capital fundraising.

2. Pre-section criteria for applicants

To be pre-selected, Accelerators must demonstrate the ability to provide startups with access to capital through managing Seed Funds linked to acceleration programs already deployed in Morocco or in other regions worldwide.

The following entities are not eligible under this EOI: startups, accounting professionals, consulting and auditing firms, coworking spaces, public companies.

3. Content of Pre-selection Application

Interested Accelerators are invited to provide documentation and information, including but not limited to:

- Details of previously deployed or ongoing Acceleration programs.
- supported startups and their achievements.
- Events bringing startups together with relevant ecosystem players.
- Seed Funds affiliated to acceleration programs, including portfolio investments and exits, if applicable.

4. Evaluation Criteria for Pre-selection.

TAMWILCOM establishes a shortlist of candidates on the basis of the information provided.

This shortlist is established taking into account the grid below:

	CRITÈRE	POINTS
C1	The candidate deploys programs that provides strategic and operational support to early-stage startups.	Yes : 1 No : 0
C2	The candidate organizes events bringing together startups, investors, and other relevant stakeholders from the innovation ecosystem.	Yes : 1 No : 0
C3	The candidate has directly or through an affiliated Seed Fund made investment in startups.	Yes : 1 No : 0
C4	The candidate provides portfolio startups with access to a network of mentors, technical experts, capital investors, and large corporations.	Yes : 1 No : 0

The candidate is selected if the total number of points obtained is equal to 4.

Shortlisted candidates will be invited to submit their application based on the term of references that will be provided by TALWILCOM within 48 hours after publication of the shortlist of pre-selected support structures.

5. Submission of Pre-selection applications.

Expressions of interest must be sent via email to: **Accelerationf2i@tamwilcom.ma**

The electronic delivery must occur before **October 11th, 2024**.

6. Language for Preparing Pre-selection application

The pre-selection dossier is prepared in French or English.

7. Confidentiality

TAMWILCOM undertakes not to divulge any information it may have acquired through the submitted application file.