

North Tipperary Development Company (NTDC)

Request for Tender

For Panel of Trainers to provide training to Social Enterprises in the Midwest region covering the theme of

‘Managing Change - Strategic Planning & Income Diversification’

**Please see tender document
for further details**

Closing date for submissions – October 1st, 2021 by 5pm

Submissions by email to cshanahan@ntdc.ie


This project was approved by government with support from the
Dormant Accounts Fund.

Note: A tender to provide follow up one to one mentoring to participating Social Enterprises on the thematic areas will be advertised on www.etenders.gov.ie in the coming weeks.

Consortium Partners:



Clare Local Development Company
Comhlacht Forbartha Áitiúil an Chláir

PAUL
PARTNERSHIP
LIMERICK

*Turning the tide of unemployment
Ag tioneá tuiseal na dhifheartaíochta*
PÁIRTÍOCHT
PAUL
LUIMNEACH



An Roinn Forbartha
Tuaithe agus Pobail
Department of Rural and
Community Development


ciste na
gcuntas díomhaoin
the dormant
accounts fund

Managing Change

Strategic Planning & Income Diversification

Training & Mentoring for Social Enterprises

Background and Context

North Tipperary Development Company is a local development company responsible for the delivery of a range of rural enterprise, social inclusion, and community development initiatives in the North Tipperary region.

We work from a community development approach to promote social inclusion and economic development, increase employment and enterprise opportunities, and promote wider participation in voluntary activity for the people of the area.

NTDC provide a comprehensive range of supports to Social Enterprises over our various programmes. Social enterprises are businesses that work primarily to improve the lives of people. Their core objective is to achieve a social, societal, or environmental impact. Like other businesses, social enterprises pursue their objectives by trading in goods and services on an ongoing basis. However, surpluses generated by social enterprises are re-invested into achieving their core social objectives, rather than maximising profit for their owners. They frequently work to support disadvantaged groups or to address local issues and needs and as such are aligned with NTDC's role within the community.

During the COVID-19 pandemic Social Enterprises have played a key role in their communities providing important services and promoting social inclusion locally.

We are now expanding our services to these enterprises through a suite of supports under the ILDN Covid19 Social Enterprise Regeneration Programme.

Managing Change - supports to Social Enterprises

North Tipperary Development Company, in collaboration with Clare Local Development Company, Ballyhoura Development and PAUL Partnership, are the lead in rolling out training and mentoring on the theme of Managing Change (Strategic Planning & Income Diversification) to Social Enterprises in the Mid-West.

This project will provide support for social enterprises to re-evaluate their mission in response to recent developments around COVID-19 and enable them to plan better for the future. It will provide practical tools and training to social enterprises to improve their business model,



think more strategically, develop trading opportunities, and diversify their products and income streams to improve their resilience and achieve their social objectives, reviewing their marketing and communication with particular focus on social impact and linking these to the UN Sustainable Development Goals.

NTDC is currently seeking tenders from suitably qualified persons/organisations to be included in a panel for the delivery of Workshop Webinars on Strategic Planning and Income Diversification to Social Enterprises.

Tendering individuals/organisations should demonstrate capacity in one or more of the following thematic areas:

- ✓ Social Enterprise business models & strategic planning.
- ✓ Idea's generation – income diversification & generation.
- ✓ Measuring and communicating your social impact.
- ✓ UN Sustainable Development Goals and your Social Enterprise.

Notes:

- Workshops will be run covering each of the four thematic areas as outlined above and each workshop will be provided on 3 occasions during the timeframe to ensure maximum participation by up to 40 Social Enterprises. It is expected that there will be up to 12 individual workshops overall.
- Workshops will be run as day/evening sessions of no less than 2 hours duration each.
- It is intended that workshops will be delivered online.
- It is expected that tools and templates will be available as part of training to allow participants complete practical work in relation to their social enterprises.
- Tenders can be submitted for one or more of the Thematic areas.
- A recorded presentation on each theme will be required from supplier following workshop delivery. This will form part of a library of resources of NTDC for future use with Social Enterprises and as a resource for the wider membership of the Irish Local Development Company (ILDN). The minimum duration of this recorded presentation is 20min. This will be an introduction to the topic that will reflect the local needs that were identified as part of the live webinars.
- The panel will be in existence for the remaining duration of the SICAP programme to December 2023.
- Once the panel is established, NTDC will engage directly with individual members of the panel to agree exact scope and terms of reference for planned workshops.



- Being placed on the panel does not guarantee contract for services as this project is needs led.
- The timeframe for webinar workshop delivery is October – December 2021.

Mentoring

Following completion of the workshop phase of the programme, participating Social Enterprises will be encouraged to avail of mentoring in specific areas of Strategic Planning & Income Diversification. Up to 20 Social Enterprises can avail of up to 10 hours of one-to-one mentoring each covering areas of interest to their social enterprise. Individuals/organisations interested in tendering for this aspect of the programme are encouraged to visit www.etenders.gov.ie for further information on the Managing Change Mentoring tender.

Resources Provided

NTDC and our delivery partner organisations will be responsible for recruiting participants to each course and organising logistics for workshop delivery.

Terms of the Contract

Expertise

Proposals are invited from interested and experienced individuals/organisations with:

- Experience of developing and delivering courses/workshops within the thematic areas listed above in the context of the community and voluntary sector
- Excellent communication, facilitation and inter-personal skills
- Knowledge and experience of working with Social Enterprises
- Knowledge and experience of community development and Social Enterprise principles

Collaboration

Joint submissions from different organisations/individuals will be welcome.

Proposal Submission:

Proposals should include:

- Outlines of proposed courses/workshops – clearly indicating which topic(s) the course/workshop is covering as per thematic area



- Name of applicant(s) and/or organisation with which the current contract will be placed
- Outline expertise of all staff to be involved in delivery of webinars including CV's
- Evidence of relevant qualifications & experience
- Hourly rate for delivery (including all associated costs, VAT, etc.)
- Relevant references
- Tax Clearance & Insurance details

An assessment panel will examine all proposals received. Assessment criteria will include;

- Experience in the area (quality and relevance of previous work)
- Methodology and approach demonstrating clear understanding of brief
- Relevant skills and qualifications
- Overall assessment and quality of proposal
- Cost effectiveness

Proposals should be submitted **by email to cshanahan@ntdc.ie by October 1st, 2021, 5pm.**

