



REQUEST FOR QUOTATIONS

STRATEGY ALIGNMENT EXERCISE

I. Overview

The National Association of Social Change Entities in Education (NASCEE), launched in May 2019, plans to make a significant contribution to the education sector in South Africa. In order to magnify their impact and influence, NASCEE empowers NPOs in education by improving their visibility, capacity, effectiveness, and commitment to collaboration. NASCEE comprises funders and non-profit entities as implementers who are dedicated to making quality education accessible to all South Africans. At present NASCEE is made up of 88 signed-up members, while it engages and communicates with 2,800 education NPOs on its database. NASCEE also played an important role during the COVID-19 pandemic and was recognised by the Department of Basic Education (DBE) as a representative voice for NPOs working in education. NASCEE continues to work with the DBE and the NECT to ensure that the voice of civil society, through NPOs working in education, is able to contribute to various initiatives in the education sector. New initiatives to explore collaboration between NASCEE, IPASA and SAMEA are also showing positive results, although more will need to be done to capitalise on this.

In August 2020, NASCEE appointed a managing agent, Seriti Institute (an NPO), to strengthen its operational capacity that to date has been managed by the NASCEE Board. NASCEE has been supported through a historical grant, as well as direct support from JET Education Services. The current income from membership fees provides income for basic operations, but there is an urgent need for start-up funding to allow NASCEE to become sustainable through a sufficient membership base, and some income generating activities, such as the annual conference and capacity building workshops. The ETDP SETA has been supportive in this regard and has to date requested NASCEE to oversee select projects that benefit NPOs working in the education sector.

II. Opportunity

NASCEE's organic growth over the last four years has been inspiring and clearly demonstrates the need for a collaboration model in South Africa through which civil society can better support the government. The current situation where NPOs are seen as service providers and are treated in the same manner as for-profit entities, limits the contribution that would otherwise have been possible. NASCEE is at a critical point in its existence. Strong governance is in place through an elected Board, and now also supported by the managing agent. Membership is growing, albeit slower than what is needed to secure enough income to be sustainable. A strategic alignment process is urgently needed to ensure that NASCEE's business model is clearly understood, and can be harnessed to ensure financial sustainability of the association that relies on volunteer contributions of its Board, but has to be able to serve its members. Critically, the NASCEE value proposition, to current and future members, needs to be made more explicit to drive activities in the coming years.

III. Scope of work

NASCEE would like to appoint a consultant/consulting firm to develop a strategic operational plan for the organisation that will assist it to deliver more effectively to its members and focus its fundraising efforts. This would include:

1. Rapid evaluation of the critical needs of NGOs in the SA education sector

2. Facilitate a strategic planning workshop on 14 December 2020
3. Recommendation of the most compelling opportunities that NASCEE needs to support
4. Defining NASCEE's value proposition, key organisational objectives and required outputs
5. A high-level resource plan required to achieve objectives and outputs
6. Package and present the plan to the NASCEE Board

A thorough process of this nature will be beneficial not only to NASCEE, but also to the broader education sector as NASCEE seeks to bring greater coherence and alignment of intent within the work of social change education entities and to initiate and develop new forms of collaboration in South Africa.

It is anticipated that the scope of work requires 16-20 equivalent days of work.

IV. Evaluation criteria

All submissions will be reviewed by the NASCEE Governance Committee in accordance with the criteria outlined below

Criteria	Weight
Capacity	10%
Mentoring and use of interns	5%
Previous experience	15%
References	10%
B-BBEE	10%
Price	10%
Proposal and Methodology	40%
Total	100%

V. Expected timelines

- 18 November 2020: Deadline for responses
- 20 November 2020: Appointment finalised
- 14 December 2020: Present initial rapid research to NASCEE Board and facilitate part or all of the strategic planning session
- 20 January 2021: First full submission to NASCEE for response
- 31 January 2021: Finalise and document findings and proposed strategic plan
- First week of February 2021: Present to NASCEE Board for discussion and approval

VI. Format of quotation

The quotation should be no more than two pages, with the proposed budget attached as an annexure. All taxes should be factored into the budget.

VII. Submission of quotation

Please submit your quotation to szhanda@nascee.org.za no later than **18 November 2020 at 17h00**.