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**PRESS RELEASE**  
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## **Through I&P Acceleration program in Sahel, I&P Conseil launches a new call for applications for Investment Readiness training**

From August 17 to September 15, 2022, I&P Conseil is launching a call for applications for the new edition of the Investment Readiness training, which is part of I&P Acceleration in Sahel program. 10 new entrepreneurship structures (incubators, acceleration centers, start-up studios) will benefit from a training program dedicated to understanding the financial challenges of African SMEs.

### **A hybrid training program to become key partners of SMEs in Sahel and the sub-region**

With twenty years of experience of Investisseurs & Partenaires in impact financing and support, I&P Conseil, a branch of I&P, has designed a training **program aimed at all professionals and structures involved in entrepreneurship who accompany young entrepreneurs** in their daily lives and who wish to become essential partners of SMEs in their fundraising.

Designed with I&P's investment teams, the training will take place online and in person over a period of nine months. Learners will also have access to individualized mentoring sessions that will allow them to adapt the knowledge they have acquired in the field.

*"The objective of this training is to work with entrepreneurship support structures on the essential notions related to the governance of a young company, its development project and its financing needs. Incubators often lack resources and skills. Beyond theory, it is a real human experience, which allows to catalyze the meeting between several actors of the sub-region, investment companies and financial backers"* underlines Olivier Bokoga, expert-trainer at I&P Conseil.

In 2021, 10 structures from 8 countries in the Sahel sub-region have already benefited from this training: ActivSpaces (Cameroon), CIPMEN (Niger), Concree (Senegal), Donilab (Mali), EVA (Senegal), Impact Hub Abidjan (Côte d'Ivoire), Innov'up (Togo), iSpace (Ghana), La Fabrique (Burkina Faso) and Oasis (Niger).

### **Selection criteria to benefit from Investment Readiness training**

Investment Readiness aims at entrepreneurship support organisations (incubators, accelerators, start-ups studios, consulting firms in technical assistance...) which answer to the following criteria :



- **Private or public entity**
- Located in **one of the thirteen countries of intervention of the program**: Benin, Burkina Faso, Cameroon, Chad, Côte d'Ivoire, Gambia, Ghana, Guinea, Mali, Mauritania, Niger, Senegal, Togo
- Holders of a formal legal status as an association or company recognized by the national authorities
- Ability to **produce financial statements for the two years** preceding the selection year
- Ability to **assign staff and infrastructure** to implement program activities

Will not be eligible:

- Individual applications
- ESOs with less than two years of legally registered activity
- ESOs that currently do not offer any internal or external support on financial matters to their entrepreneur
- ESOs that have less than two start-ups/SME support officers on their team

**The deadline for applications is next Thursday, September 15.**

**For more information, [click here](#)**

**To access the application form, [click here](#)**



## À propos

Investisseurs & Partenaires (I&P) est un groupe pionnier de l'investissement d'impact en Afrique, entièrement dédié au financement et à l'accompagnement des start-ups et petites et moyennes entreprises en Afrique subsaharienne. Depuis 20 ans, I&P développe des fonds, des programmes et des formations destinés à favoriser l'émergence d'entrepreneurs africains, en vue de démontrer leur rôle essentiel dans le développement du continent.

Créée en 2017, I&P Conseil est une structure du groupe Investisseurs & Partenaires qui encourage l'émergence de l'entrepreneuriat en Afrique et prépare les écosystèmes à une meilleure relation partenariale avec les fonds d'investissement. I&P Conseil se nourrit de l'expérience d'investissement d'impact d'I&P pour concevoir les dispositifs de formation de la gamme I&P Accélération, adressés aux entrepreneurs et aux acteurs intermédiaires publics ou privés indispensables à leur structuration. I&P Conseil développe également une offre d'étude et de conseil, qui intègre le savoir-faire d'I&P relatif au financement des PME africaines, à leur formalisation, et à la mesure de leur impact.

Investment Readiness est un programme de formation qui constitue le 3<sup>e</sup> volet d'I&P Accélération au Sahel, un programme qui vise à faire émerger des PME innovantes, compétitives, favorisant la croissance et la création d'emplois, et valoriser la région du Sahel, peu convoitée par les investisseurs. Financé par l'Union Européenne, I&P Accélération au Sahel accompagne les jeunes entreprises en phase de démarrage (en proposant des financements d'amorçage et des missions d'assistances) et les structures d'appui à l'entrepreneuriat (à travers des formations).

Pour en savoir plus : <https://www.ietp.com/fr/acceleration-sahel>

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