

CONSULTANCY TO UNDERTAKE ACTIVITIES UNDER THE ESTABLISHMENT OF THE GHANA AI HUB (PHASE 2) CONSULTANCY FIRM REQUIRED

BACKGROUND AND OBJECTIVES

Ghana's AI ecosystem is rapidly evolving, driven by strong government ambition, a growing talent base, active international development partners, and waves of domestic and foreign investment. Under President Mahama, the Government of Ghana has declared AI a national priority, reflected in the forthcoming National AI Strategy and the stated ambition to make Ghana the AI Hub of Africa.

The German Development Corporation, on behalf of the Federal Ministry for Economic Cooperation and Development (BMZ) has supported Ghana's AI ecosystem through the FAIR Forward – Artificial Intelligence for All programme, which has co-produced the Ghana AI Practitioners' Guide 2025, supported AI capacity building, policy development, and open data resources. This provides a meaningful foundation of institutional goodwill and government relationships.

Despite this progress, a critical structural gap remains: no existing player occupies the lane of a commercially structured, bilaterally governed AI trade corridor specifically connecting Ghana with Germany and the broader European region. Although, there are number of initiatives/projects in this space, no entity currently provides a private-sector-led, revenue-generating bridge between German/European AI demand and Ghanaian AI supply.

The Ghana AI Hub is designed to fill this gap. Its core USP: the first commercially-structured, bilaterally-governed AI trade corridor connecting Ghana and Germany – enabling European companies to access African AI talent and solutions, and Ghanaian AI professionals and startups to reach European markets, on a sustainable, revenue-generating basis.

The Hub's revenue model rests on five streams: innovation services (AI research and prototyping); focused sector events; training services for companies and individuals; memberships with access to AI infrastructure; and incubator funding over the long term.

The implementation of the Ghana AI Hub is being designed in two phases: Phase 1 and Phase 2. Phase 1 will entail all activities around the initial design, setup and demand validation sprint for the AI Hub in Ghana, whilst Phase 2 will entail the implementation of more detailed activities after a demand validation has been achieved. The demand validation will be assessed via the receipt of LOIs, expressions of interest or data proving the business case for creating a bridge for AI talent between Ghana and Germany.

SCOPE OF THE ASSIGNMENT

With this assignment, GIZ is looking for a contractor to implement the setup of the Ghana AI hub according to the requirements of the Phase 2 planned rollout.

Area of Assignment: Greater Accra

Duration: This specific assignment is expected to take place within between 30 September 2026 and 25 September 2027.

The Contractor will be responsible for the following services:

Work Package 1: Programme Management and Ecosystem Building

- Secure an additional minimum of 5 LoIs from European and Ghanaian stakeholders before the German African Business Summit (GABS) in November 2026
- Represent the Ghana AI Hub at relevant European conferences (e.g. Swiss AI Summit) to build visibility and collect demand signals
- Operationalise the Ghana AI Hub Task Force and governance structure
- Develop a detailed project plan towards delivery proof of concept at GABS 2026, including an impact framework (e.g value added, jobs created, founders supported, events held)
- Deliver an operational AI environment for the hub i.e supported with stable power, internet and GPU resources.
- Provide a proof of concept that can be launched at the German Africa Business Summit (GABS) in November 2026, including the organisation of a launch at GABS.
- Coordinate structured AI innovation services delivery for German and European corporates: AI research, prototyping, use case challenges, and hackathons.
- Beyond the proof-of-concept delivery at GABS, lead and implement scaled events engine emphasising sector-focused events (e.g. AI in financial services, AI in agritech) leading to the successful running and ecosystem acceptance of the AI hub.

- Expand European ecosystem building: securing new commercial contracts and deepening existing partnerships with German/DACH companies
- Monitor and report against impact targets with establishment of indicators (eg. 50–100 AI professionals active; revenue covering approximately 50% of operations; established bilateral trade patterns).
- Develop a long-term AI ecosystem engagement strategy and implement an action plan that positions the AI Hub as Ghana's central coordination platform and ensures the co-design, delivery, and continuous evolution of AI Hub services in partnership with the local AI ecosystem.

Work Package 2: Marketing and Positioning

- Coordinate and integrate the brand positioning developed in Phase 1 into the requirements and deliverables of Phase 2.
- Where needed, provide further management of professional landing page, website, and LinkedIn page that was developed in Phase 1, further updating content to fully communicate the Hub's mission, services, team, and partnership opportunities.
- Produce additional high-quality social media content including ecosystem spotlights, partner features, event announcements, thought leadership posts, and GABS build-up content, including all stakeholder outreach materials, pitch decks, one-pagers, partner kits, event branding, email templates, and conference materials

Workstream 3: PMO Support

- Scaling the NSP talent pool to trained and active AI professionals; continued NSP recruitment, development, and deployment to international client projects. Native Solutions Providers are technical experts who are fully embedded in the hub on subcontract basis and provide documentation for stakeholder meetings, programme management support, and marketing execution assistance.

EXPERIENCE AND QUALIFICATION OF THE CONSULTANCY FIRM

Therefore, GIZ seeks to hire a contractor with that can support with the core USP of the Ghana AI Hub i.e. a structured, revenue-generating trade corridor between Ghana and Germany. Therefore, the contractor must demonstrate the existence of an Existing Bilateral Blueprint (The Europe-Ghana Corridor), a deeply specialized AI product and consulting capacity evidence in a proven, repeatable framework for taking raw client challenges and translating them into functional AI models, an established network built on an impact sourcing model that recruits, upskills, and deploys top graduates from premium institutions, demonstrate precedence in developing product(s) that are purpose-built for highly regulated European industries., and finally the capacity to merge product engineering, talent management, and international corporate networks under a single roof, thus functioning as an ecosystem player rather than a siloed software house.

The team leader should have the following qualifications:

- **Education/training (2.1.1):** Master's degree in business administration, economics, technology management, international relations, or a related field relevant to AI and digital economy
- **Language (2.1.2):** English C1 (required); German B2 (required for European stakeholder engagement)
- **General professional experience (2.1.3):** 8 years of professional experience in the technology, digital economy, or international trade/investment sector
- **Specific professional experience (2.1.4):** 4 years in AI, digital ecosystem development, or bilateral trade programme management; demonstrated experience building or managing a hub, accelerator, or bilateral corridor is strongly preferred; prior experience delivering AI hub/innovation platform development is a significant advantage
- **Leadership/management experience (2.1.5):** 3 years of management/leadership experience as project team leader or programme director, including management of multi-stakeholder, multi-geography programmes
- **Regional experience (2.1.6):** 3 years of experience in projects in Sub-Saharan Africa, of which at least 1 year in Ghana; and minimum 2 years of experience engaging European (preferably German/DACH) private sector or institutional stakeholders
- **Development cooperation (DC) experience (2.1.7):** 2 years of experience working in or alongside DC projects; experience with GIZ, BMZ, or KfW is an advantage

Interested consultancy firms with proven experience in this area of work are kindly requested to express their interest for the above-mentioned project.

How to apply

a. Commercial Qualification

Please send the following documents:

- Official letter expressing interest (LoI)
- Company profile
- Tax Clearance Certificate
- Business Registration Certificate
- Declaration of Business Ownership by General Manager (Inclusion of Form A for Sole Proprietorship or Form 3 for Limited Liability)
- VAT Registration Certificate
- SSNIT Clearance Certificate
- other relevant supporting documents

b. Technical Proposal & CV/portfolio of the consultants (indicating the relevant experience and qualifications)

c. Financial Proposal

PLEASE NOTE: THE CURRENCY OF YOUR OFFER SHOULD BE IN GHANA CEDIS

ALL PROSPECTIVE BIDDERS ARE REQUIRED TO PERFORM THEIR TAX OBLIGATIONS IN GHANA.

NOTE: Kindly Visit the link below for Terms of Reference and other documents to be used in preparing your Technical and Financial Proposals

<https://www.giz.de/en/regions/africa/ghana/tenders>

Tender documents should be named according to the above in their respective folders (A- Commercial Qualification, B- Technical Proposal & CV/portfolio, and C- Financial Proposal) and put into another folder and Zip folder named as:

"Expression of Interest for "7000022205 / G-018082-001 / Consultancy to undertake activities under the establishment of the Ghana AI Hub (Phase 2)"

This tender will be accepted **ONLY via email (gh_quotation@giz.de)**

- **Please note that failure to comply with the above instructions, as well as submission to other e-mail addresses than the one mentioned, will lead to the disqualification of the bid.**

Bidding Conditions to all Bidders

- The deadline for submission is **25.09.2026 until 11:59 PM.**
- GIZ is not responsible for the failure of electronic delivery of e-mail messages to the address provided, whether due to technological problems on the part of GIZ or the applicant.
- This invitation to tender does not bind GIZ in any way. The contractual obligation of GIZ only begins with the signing of the contract with the successful bidder. Until the contract is signed, GIZ may either abandon or cancel the award procedure, without the candidates or bidders being entitled to claim any compensation.
- All costs associated with the preparation and submission of bidders are to be borne by the bidders and cannot be reimbursed.
- Financial bids should be valid for a period of three months from the date of submission.
- Please consider your bid unsuccessful if you do not hear from us after four weeks from the deadline of submission.

"Please note that participating in a tendering process of GIZ is free of charge for bidders.

At no phase of the process is the bidder required to make any payment to GIZ or to one of its employees.

Kindly Note by sending in your offer, you are agreeing to the GIZ General Terms and giving us the consent to process your company data.

ONLY SHORTLISTED FIRMS WILL BE CONTACTED