

LAGOS STATE GOVERNMENT

LAGOS STATE EMPLOYMENT TRUST FUND (LSETF) REQUEST FOR PROPOSALS

FOR THE ENGAGEMENT OF A LEAD CONSULTANT FOR THE ASSESSMENT OF LSETF PROGRAMMES FROM INCEPTION TO DATE.

LSETF/STR/QBS/3/24

July 2024

Deadline for Submission: 20th August, 2024

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SECTION I - REQUEST FOR PROPOSAL

REQUEST FOR PROPOSALS FOR A LEAD CONSULTANT FOR THE IMPACT ASSESSMENT OF LSETF PROGRAMMES.

Lagos State Employment Trust Fund, LSETF, was established by the Lagos State Employment Trust Fund Law of 2016 to drive initiatives that tackle unemployment and enable wealth creation for all Lagos residents. LSETF provides entrepreneurship and employment opportunities through the acquisition of skills to get better jobs, improving access to finance and strengthening the institutional capacity of micro, small, and medium enterprises, and formulating policies designed to improve the business environment in Lagos State. In addition, LSETF develops programmes designed to train and place unemployed residents of Lagos in jobs.

Over the past seven years, the Fund has implemented several programmes aimed at achieving its vision of creating employment and entrepreneurship opportunities for all Lagos residents under 5 major verticals, which entail: Access to Finance, Capacity Building & Business Support, Lagos Innovate, Employability Support Project, and Lagos Cares.

To effectively measure the progress and achievements of the Fund in line with her objectives, it is critical to execute an impact assessment that provides accurate and reliable data on the performance of the current programmes of the Fund.

LSETF is soliciting proposals from qualified consultants who have vast experience to undertake a research/evaluation study for assessing the impact of LSETF programmes in Lagos State.

In this Request for Proposal document, you will find detailed instructions relating to the submission of your proposal; you are requested to strictly follow the instructions and provide the mandatory documents for your proposal to be considered for the Consultant Pre- qualification exercise.

Please submit your Proposal titled "Lead Consultant for the Impact Assessment of LSETF Programmes" no later than close of business (4:00 p.m.) on **Tuesday**, **20**th **August 2024** through: https://lsetf.ng/tenders

Requests for clarification can be made to the below email address, on or before **Tuesday**, **13**th **August**, **2024**: procurementunit@lsetf.ng

This RFP is solely for preparing and submitting a Proposal and confirmation of your ability to provide the required services. All information, both written and oral, which is obtained or provided in connection with this RFP is confidential.

Kindly note that submission of a proposal does not guarantee engagement. Applicants selected to work with the LSETF will be notified via email, alongside necessary information to continue with the selection process.

Those not selected will also be notified via email; LSETF is under no obligation to disclose the reason for rejection.

LSETF is NDPR compliant. By submitting your information and documents to us, you are agreeing to the storage and usage of your data by LSETF, in accordance with our privacy policy.

Yours truly,

Feyisayo Alayande Executive Secretary

SECTION II - INSTRUCTIONS TO CONSULTANTS

A. INTRODUCTION

1. General

This RFP is issued for submission of proposal for the Engagement of a Lead Consultant for the Assessment of LSETF Programmes.

«Day» means calendar day;

«LSETF» means the Lagos State Employment Trust Fund;

«NDPR» means National Data Protection Regulations;

«Project Name» means "Request for Proposal - Engagement of a Lead Consultant for the Assessment of LSETF Programmes".

«**Proposal**» means a Proposal submitted by a Consulting firm, pursuant to this RFP;

((**RFP**)) means this Request for Proposal;

«TOR» means the Terms of Reference, setting out the detailed scope of work required from the consulting firm.

2. Definitions

B. REQUEST FOR PROPOSAL

3. Content of the Request for Proposal

- I. This RFP describes the procedure, terms, qualifications, requirements, and conditions for the submission of a Proposal. This RFP consists of the following:
 - The Letter of Request for Proposal
 - Instructions to Bidders

❖ The Terms of Reference

- The Consultant shall examine the instructions, sample documents and requirements provided in this RFP and adhere to all instructions and requirements herein, in submitting a Proposal.
- At any time prior to the deadline for submission of Proposals, the LSETF, may for any reason at its own initiative or in response to a clarification requested by a consultant, modify the RFP.
- All Firms that have received/access the RFP will be notified in writing or by standard electronic means of any amendments to the RFP.
- Any applications received after the deadline will be returned III. unopened to the applicant.
- In order to afford the firms reasonable time in which to take IV. the amendments into account in preparing their Proposals, following a request for clarification LSETF may, at its discretion, extend the deadline for submission of Proposals.

4. Amendment of RFP

C. PREPARATION FOR PROPOSAL

5. Language

6. Content of Proposal

The Proposal and all related correspondence shall be in English.

I. The Proposal shall comprise of the Technical Proposal and the Financial Proposal.

- **II.** The Financial Proposal shall consist of the following documents:
 - A written letter signed by the authorized representative of the Firm; and
 - The detailed breakdown of the estimated cost i.e. summary of cost and breakdown of prices
- III. The Technical Proposal shall consist of the following documents:
 - The profile of the Firm, setting out its organizational structure, relevant experience on Impact assessment of MSME programmes in private and public organisations, its resource plan and the proposed methodology, work plan and team composition clearly indicating the team leader, and other key experts.
 - Any other information which the firm reasonably believes is necessary, having reference to the contents of the TOR.
- IV. The Technical Proposal shall not contain any pricing information whatsoever. Pricing information shall be separated and only contained in the Financial Proposal.
- V. The financial proposal shall include a proposed budget for the study, clearly stating fees, number of working days proposed, and incidental costs such as travel, training, stationery transport, logistics, etc.

VI. Curriculum Vitaes (C.V.) must be included

VII. Any information which the Firm considers confidential shall be clearly marked as such and shall be treated accordingly.

The prices in the **Financial Proposal** should be quoted in **Naira**. Payment will be budgeted and disbursed as Naira.

7. Currency of the Proposal

8. Validity of the Proposal

9. Cost of Preparation of Proposal

D. SUBMISSION OF PROPOSAL

10. Sealing and Marking of Proposal

The validity period of the Proposal shall be 30 days.

The Firm shall bear all costs associated with the preparation and submission of its Proposal. LSETF shall in no case be responsible or liable for any costs associated with submitting Proposals, regardless of its conduct or the outcome of the Proposal. The LSETF reserves the right to annul the Proposal process at any time prior to awarding the contract, without thereby incurring any liability to the Firm.

The Firm shall place the Technical Proposal (and its supporting documents), and the Financial proposal (and its supporting documents) in **separate documents**, marked as such.

The documents shall indicate the name and address of your Organization, the name and address of LSETF, the Project Name and reference number of the Proposal as indicated in the Letter of Proposal.

- **II.** The supporting documents required are:
 - **a.** Evidence of registration with Corporate Affairs Commission (CAC)
 - **b.** Tax Clearance Certificate for the preceding 3 (three) years 2020-2022 from the Lagos Internal Revenue service (LIRS)
 - c. Evidence of registration/renewal as a consultant with the Lagos State Public Procurement Agency (LASPPA) for the current year (2024)
 - **d.** Audited Financial Statement for the last 3 (three) years (2020- 2022)
 - **e.** Corporate profile of the company services and affiliations
 - f. Curriculum Vitae of all professional staff
 - **g.** An affidavit that all documents submitted are genuine and verifiable
- Proposals must be received through the link specified above on or before the close of business on Tuesday 20th August, 2024.
- II. Any Proposal received by LSETF after the deadline for the submission specified in paragraph 11.1 shall be returned unopened to the Firm
- III. LSETF may, at their sole discretion, extend the deadline for the submission of Proposals by amending this RFP in accordance with the terms and conditions hereof.

11. Deadline for the Submission of Proposal

12. Clarifications

13. Modification/Withdrawal of Proposal

A Firm requiring additional clarification of any part of this RFP may notify the LSETF via the contact details provided above. The LSETF will respond in writing, or by standard electronic means to any request for clarification of the RFP that it receives no later than Tuesday, 13th of August, 2024, and may send written copies of the response (including an explanation of the query but without identifying the source of inquiry) to all Firms. If LSETF deem it necessary to amend the RFP because of a clarification, it shall notify any firm that has submitted a Proposal prior to such amendment.

- I. A Firm may withdraw its Proposal after the submission, provided that written notice of the withdrawal is received by LSETF prior to the deadline prescribed for submission of Proposals.
- II. No Proposal may be modified subsequent to the deadline for submission of Proposals without prior approval from the point of contact specified above.

E. OPENING AND EVALUATION OF PROPOSAL

14. Opening of Proposals

15. Evaluation of Proposals

The LSETF shall only open Proposals received after the submission deadline with the Evaluation Committee only in attendance.

The Technical Proposals shall be open and evaluated prior to the opening of the Financial Proposals.

- I. The Evaluation Committee shall evaluate and compare the Proposals as follows:
 - Pre-Qualification exercise to determine that all requested documents were submitted and in the required format.

- Examination of the Technical Proposal in order to confirm conformity with specifications contained in the RFP and the substantial responsiveness of each Technical Proposal to the RFP. For this purpose, a substantially responsive Proposal is one that conforms to all terms and conditions of the RFP without material deviations. LSETF's determination of a proposal's responsiveness is based on the contents of the Proposal itself without any recourse to extrinsic evidence.
- ❖ Upon examination of the Technical Proposals, the Evaluation Committee shall select the Technical Proposals that are substantially responsive and examine the Financial Proposals submitted with such Technical Proposals. In examining the Financial Proposals, the Evaluation Committee shall verify any arithmetical errors. For example, if the Proposal in figures is different from the Proposal in words, the amount in words shall prevail. If there is a discrepancy between the unit price and the total price that is obtained by multiplying the unit price and quantity, the unit price shall prevail, and the total price shall be corrected.
- I. The LSETF and the consulting firm shall hold the highest ethical standards, both during the selection process and principle, and shall abstain at all times from corruption or fraudulent practices. Corruption and fraudulent practices are defined as follows:
 - "corrupt practice" means the offering, giving, receiving, or soliciting, directly or indirectly, of anything of value to influence the action of a public official in

16. Fraud and Corruption

the selection process;

- "fraudulent practice" means a misrepresentation or omission of facts in order to influence a selection process;
- 3. "collusive practices" means a scheme or arrangement between two or more Consultants with or without the knowledge of the LSETF, designed to establish prices at artificial, non-competitive levels;
- 4. "coercive practice" means harming or threatening to harm, directly or indirectly, persons or their property to influence the selection process or affect the execution of a training program.

The LSETF shall reject a proposal for award if it determines that the firm recommended for contract award has, directly or through an agent, engaged in corrupt, fraudulent, collusive or coercive practices in applying for the proposal.

SECTION III - TERMS OF REFERENCE

1. BACKGROUND

These Terms of Reference ("TOR") describe the tasks to be performed by a Lead Consultant for the Impact Assessment of LSETF Programmes.

Lagos State Employment Trust Fund, LSETF, was established by the Lagos State Employment Trust Fund Law of 2016 to drive initiatives that tackle unemployment and enable wealth creation for all Lagos residents. LSETF provides entrepreneurship and employment opportunities through the acquisition of skills to get better jobs, access to finance, strengthening the institutional capacity of micro, small, and medium enterprises, and formulating policies designed to improve the business environment in Lagos State. In addition, LSETF develops programmes designed to train and place unemployed residents of Lagos in jobs.

Over the past eight years, the Fund has implemented several programmes aimed at achieving its vision of creating employment and entrepreneurship opportunities for all Lagos residents under 5 major verticals.

Access to Finance: Popularly referred to as our loan schemes provide financial support to Lagos state residents at single digit interest rates ranging from 5-9%. A total of N10,764,337,219.64 billion has been disbursed across 4 major loan classes with beneficiary numbers presented in Table 1.

Lagos Innovates: This arm of LSETF provides support for individuals operating in the tech ecosystem. 4 major products exist under this vertical with their total number of beneficiaries also presented Table 1

Lagos Cares: The Nigeria Covid-19 Action Recovery and Economic Stimulus programme established with support from World Bank is an intervention effort to mitigate the effects of Covid-19 on local businesses at state-level. The program targets poor and newly poor households. The three result areas for Lagos cares include social protection, Agriculture and MSME growth. LSETF's efforts are primed towards MSME growth through three classes of grants whose beneficiary numbers are presented in Table 1 below.

LSETF Capacity Building and Business Support: This vertical strengthens the institutional capacity of MSMEs, promotes access to market and provides data for formulation of policies designed to improve the business environment in Lagos state. The numbers presented in Table 1 below only capture beneficiary numbers from 2022.

LSETF Employability support project: LSETF's employability vertical is designed to help tackle the unemployment scourge among the youths by helping them gain requisite knowledge and skill through vocational trainings and subsequently helping them get job placements. It initially aimed to train 10,000 young people to gain skills in 6 sectors namely – Manufacturing, Hospitality, Entertainment, Construction, Health and Garment Making that will help place them in line for immediate employment. However, impact numbers presented below show an expansion to 10 sectors and 18,515 beneficiaries.

Vertical	Intervention	No. of beneficiaries
Access to	Micro-Enterprise	11,149

Finance	Micro Enterprise	
(Loans)	Startup	1,952
	Small and Medium	
	Enterprise	2,293
	Nano	203
Lagos	Workplace Voucher	565
innovates	Idea Hub	215
	Hub Loan	3
	Talent Development	
	Program	1843
Lagos Cares	Credit grant	69
	Operation grant	613
	IT grant	2989
LSETF Capacity Building		
and Business Support	Across all Interventions	37,866
LSETF	Business support	1,368
employabilit	Construction	2,929
y support	Creative	5,278
project	Education	143
	Health & Beauty	1,361
	Hospitality & Tourism	2,225
	Manufacturing	98
	Renewable Energy	421
	Services	3,193
	Technology	886

Table 1. Breakdown of LSETF Beneficiaries by vertical and sub-products.

Further breakdown of each initiative's component programmes and products is depicted in Table 2 below

ACCESS TO FINANCE

LAGOS INNOVATES

 Community Empowerment Loan 	Workspace Vouchers
Schemes.	Hub Loans
Employment Protection	Business Pitch Event & Seed
Programme (EPP)	Funding
First Edu Loan	Sector Stakeholder Mapping
Tourism & Hospitality Program	(Stimulation)
Loan Refinancing	

CAPACITY BUILDING & BUSINESS SUPPORT

EMPLOYABILITY SUPPORT PROJECT

Skill Acquisitions and Industry relevant training.	Employability LEAP ProgrammeRelief Programme
Webinars and Masterclasses	_
 Advisory Clinics (HR and Legal) 	
Access to market	

LAGOS CARES

- IT Grant
- Operations Grant
- Credit Grant

Table 2: LSETF verticals and their component products.

To effectively measure the progress and achievements of the Fund in line with her objectives, it is critical to execute an impact assessment that provides accurate and reliable data on the performance of the current

programmes of the Fund.

LSETF is soliciting proposals from qualified consultants who have vast experience to undertake a research/evaluation study for assessing the impact of LSETF programmes in Lagos State.

2. PURPOSE OF STUDY

The purpose of the study is to assess the impact of the fund's initiatives and measure their progress and achievements against her objectives. The consultant will work in close collaboration with LSETF's M&E team to ensure the methodology employed is tailored and suited to the set objectives of the study. This study will help as closely as possibly identify the number of jobs created by LSETF as well as exploring LSETF's impact in preserving jobs.

3. STUDY OBJECTIVES:

- **3.1.** Program effectiveness To assess the effectiveness of the Fund's programmes and activities in achieving expected outputs, leading to outcomes.
- 3.2. Program impact To assess the impact of the Loan schemes, employability support project, and Lagos Cares in providing leverage & access to finance and creating employment & entrepreneurship opportunities for all Lagos residents. Also, determine how many direct and indirect jobs are created for each loan category.
- **3.3.**To understand how aspects of capacity building and business support enabled the performance of the Fund's beneficiaries.
- **3.4.** Identify programmes that should be discontinued and those to be improved. Also, provide strategic recommendations to improve programmes' alignment to achieve/realize the desired outcomes (reduced unemployment through job/wealth creation in Lagos State).

4. SCOPE OF WORK:

4.1. Preparation:

- **4.1.1.** Prepare the technical design of the impact assessment using qualititave and quantitative methodology suited to the needs of the particular initiative being assessed.
- **4.1.2.** Provide justification for the sampling strategy to be applied per initiative.
- **4.1.3.** Profer a preanalysis plan detailing the limitations and strengths of methodology employed as well as a justification for the statistical tools chosen.
- **4.1.4.** Any tools that need to be designed and tailored to LSETFs peculiarities should be presented and agreed upon with the M&E team of LSETF.
- **4.1.5.** Indicate clearly how the research team aims to protect participant date and remain NDPR compliant.

4.2. Implementation:

- **4.2.1.** Conduct a pilot test using each distinct method of analysis in locations agreed upon with LSETF's M&E team.
- **4.2.2.** Present results of the pilot test detailing any changes that need to be made prior to scaling the study. LSETF's M&E team in conjunction with the directorate will provide final approval for full roll-out.
- **4.2.3.** Deploy technical team with prior training in both qualitative and quantitative data collection.
- **4.2.4.** LSETF will provide the consulting agency with the contact details of beneficiaries.
- **4.2.5.** The tools developed and adapted for the project will collect data on the intermediate indicators identified during pilot phase and project planning as well the indicators measuring impact in line with the project's overall purpose and objectives.

4.3. Analysis

- **4.3.1.** Clean and analyze the data.
- **4.3.2.** Prepare a technical impact assessment report
- **4.3.3.** Organize a brief presentation to the LSETF team and Excos
- **4.3.4.** Prepare draft hard and soft copies of the assessment report to be reviewed alongside the presentation. It is recommended that this be submitted prior to the presentation to allow ample time for read throughs
- 4.3.5. Incorporate changes and recommendations from LSETF

- **4.3.6.** Submit second draft to LSETF team with incorporated changes and recommendations
- **4.3.7.** If no further changes are to be made, a final copy will be submitted for approval.
- **4.3.8.** In the case of further changes to be made, the LSETF will continue to liase with the consultant until a satisfactory version is reached.
- 4.3.9. An appended report on recommendations based on the theory of change.

5. KEY DELIVERABLES

The Lead Consultant, when selected, will be required to undertake the following tasks for a period of three (3) months:

- **5.1.** Development of technical design including sampling frame and identification of study participants: The consultant should outline a method for developing a sampling frame for the impact study.
- **5.2.** Development of study tools: Development of quantitative and qualitative study tools in order to assess effectiveness and impact with different sample sets. Key indicators will be presented relating to effectiveness and impact of the fund's existing programmes. Indicators otherwise overlooked can and should be recommended.
- **5.3.** Submission of data collection guidelines: the consultant should outline logistic procedures, propose methods for supervision of the data collection, and discuss data collection and protection protocols.
- **5.4.** Development of key indicators: Pertaining to both effectiveness and impact evaluation of the Fund's existing programmes
- **5.5.** Pilot phase: Initiation and reporting of findings for amendment prior to scaling.
- 5.6. Performing the evaluation and conducting data analysis.
- **5.7.** Preparing the Assessment Report: Under this assignment, the selected consultant will be submitting a comprehensive report that covers the detailed methodologies and findings under each of the key components mentioned previously.

5.8. Preparing a Report on the Theory of Change: This will help foresee what factors enable the Fund to be effective and impactful, thus informing pathways for sustainability and scaling of the programmes.

6. TIMELINE FOR KEY DELIVERABLES

No.	Deliverables	T+Weeks from signing of contract
1.	Development of technical design including sampling frame and identification of study participants	T+2
2.	Development of study tools	T+3
3.	Submission of data collection guidelines	T+3
4.	Development of Key indicators	T+3
5.	Pilot phase	T+5
6.	Conduct research at scale	T+6
7.	Prepared assessment report	T+12
8.	Prepare a report on theory of change.	T+12

7. METHODOLOGY

7.1. Sample

The consulting agency should propose a sampling methodology tailored to each initiative's need that is statistically significant for each of the thematic grouping of indicators. The methodology should consider adequate geographical representation by LGA (should include number) and LCDAs (should include number in Lagos, gender and demographic representation. Participant demographics should be included as an appendix in the draft and final document.

7.2. Research tools

A mixed methods research design will be employed. Thus, the following tools as needed are to be developed and finalized in agreement with the M&E team at LSETF:

- 7.2.1. Structured tools for qualitative data collection and analysis
- 7.2.2. Interview guides for in-depth qualitative data collection
- **7.2.3.** Group discussion interview guides
- 7.2.4. Surveys to be disseminated
- 7.2.5. Demographic data page to be shared
- 7.2.6. Justification for methods of analysis

7.3. Additional Details of the Study

- **7.3.1.** Target Population: The target population will include the existing beneficiaries of the Fund, Lagos State residents, the staff of LSETF, the management, and key stakeholders. However, the sample selection criteria and sampling strategy would be developed in collaboration with Fund.
- **7.3.2.** Site of the study: It will be conducted digitally and in-person, using an online platform & interviews/focused group discussions of beneficiaries.
- **7.3.3.** Sampling: Will be developed in collaboration with Fund.
- **7.3.4.** Study Instruments: All survey instruments will be developed by the selected consultant and will be approved by the Fund.

8. REQUIREMENTS FROM LEAD CONSULTANT

The consultant will be required to provide the following information in their technical proposal:

- **8.1.** A description of the methodology and work plan for performing the task.
- **8.2.** Organizational profile including strategy, track record of delivering on activities of similar scale, scope, and complexities.
- **8.3.** The consultant should have adequate experience in social research evaluation studies and should be able to display the same.
- 8.4. Experience in the social development sector in Nigeria will be an added advantage.
- **8.5.** Names, Resumes, and profiles of key directors/ personnel.
- **8.6.** A description of the composition of the team members, their areas of expertise and their areas of responsibility.
- **8.7.** The team members deployed by the agency who are expected to have expertise in the collection and analysis of quantitative and qualitative data & report writing skills.
- **8.8.** The consultant should demonstrate an ability to provide recommendations that are practical and grounded in the reality of the local and regional context.
- 8.9. Any other document that will give the organization a comparative advantage.
- **8.10.** All claims cited by the organization should be adequately substantiated in the proposal.

9. KEY COMPETENCIES AND EXPERTISE REQUIRED

The Lead consultant shall consider and demonstrate the expertise required to perform its services. Related experience shall include the following:

- **9.1.** A solid understanding of the Nigerian and Lagos Social development sector.
- **9.2.** Prior experience in similar projects and assessment/evaluation of social impact programmes to meet the objectives in Section 2 of this TOR.
- **9.3.** Demonstrated capacity to executive a holistic assessment within the established timelines and budgets.
- 9.4. Possess adequate personnel and facilities necessary for the activities required.

9.5. Ability to fund aspects of the assessment in advance.

10. DURATION AND PROPOSED PAYMENT TERMS

10.1. The duration of this assignment is three (3) months

10.2. The Lead Consultant should expect to be paid on a fixed schedule based on the achievement of prenegotiated milestones established before project commencement. The below chart is an example of

the type of chart that will be developed once selected.

S/N	MILESTONES	AMOUNT PAYABLE
1.	Submission of a detailed scope definition, work plan, and approach to achieving project objectives.	40% of the total amount
2.	Achieve 80% of outlined work plan activities on the agreed schedule	40% of the total amount
3.	Submission of impact assessment report showing details of the extent to which the Fund's existing programmes have achieved the expected outputs and outcomes, programmes that should be discontinued, and those to be improved. Also, provide strategic recommendations to improve programmes' alignment to achieve/realize the desired outcomes.	20% of total amount

Notable details for the consultant

No.	Information	Details
1.	RFP No. and Date	
2.	Bid validity period	1 month
3.	Opening of technical Bid	23rd of July, 2024
4.	Opening of financial Bid	23rd of July, 2024
5.	Submission deadline	20th of August, 2024
6.	Contact person for queries	Gbemisola Ladipo
		Gbemisola.ladipo@lsetf.ng
7.	Submission link	https://lsetf.ng/tenders