

## **Terms of Reference (TOR) for Key Partner for SlingShot Acceleration Program**

Duration: July – October 2025

Accelerate Prosperity (AP) is a new global initiative of the Aga Khan Development Network (AKDN) in Central and South Asia, which provides a formal structure to catalyse enterprises where economic opportunities remain insufficient. AP's mission is to achieve inclusive economic growth and empowerment, with a focus on youth and women in rural areas, by stimulating sustainable small and growing businesses and by encouraging entrepreneurship.

Accelerate Prosperity is implementing project Central Asia Green Inclusive Growth Fund's Business Development Services (GIG-BDS), which follows the goal of to foster green and inclusive entrepreneurship sector to support Central Asia in its transition toward a green and inclusive economy that tackles inequality, while supporting economic diversification, which spans over Kyrgyzstan, Tajikistan, Uzbekistan and Kazakhstan.

### **Background**

Accelerate Prosperity (AP) is launching **SlingShot**, an investment-readiness accelerator designed to fast-track startups from Central Asia toward securing venture capital, angel investment, and DFI (Development Finance Institution) backing. **SlingShot** is distinctively deal-driven, culminating in a high-profile Demo Day focused on actual investment signings rather than traditional pitch showcases with 1 mln USD raised investments by startups.

To ensure quality delivery and maximize the program's impact, AP seeks to engage a key partner with proven expertise in startup acceleration, investment readiness, mentorship networks, and investor relations and investment-raising.

### **Objectives**

The external partner will work closely with AP to:

- Design and deliver world-class training modules.
- Mapping out the investors in two categories: aimed at Eurasia and emerging markets.
- Provide tailored mentorship and coaching to participating startups.
- Facilitate investor readiness (business model refinement, pitch development, due diligence preparation).
- Support investor engagement and matchmaking leading up to Demo Day.
- Ensure startups achieve investment outcomes through structured negotiation and deal-closing support.

**Scope of Work:** The external partner will be responsible for the following:

## **1. Program Content Delivery**

- Conduct at least 6 masterclasses (topics may include Business Model Refinement, Go-to-Market Strategy, Financial Modeling, Investment Readiness, Legal & Term Sheets, and Pitch Crafting).
- Deliver Peer-to-Peer learning sessions and facilitate Inspirational Talks with experienced entrepreneurs and investors.
- Provide supporting materials including templates, guides (financial models, investor pitch decks, term sheet samples).

## **2. Mentorship Coordination**

- Recruit and coordinate a diverse pool of 16+ mentors with investment background across key sectors (AI, FinTech, EdTech, ClimateTech, HealthTech, E-commerce) and geographies (Europe, Central Asia, Middle East, Turkey).
- Assign each startup at least 4 mentors.
- Schedule and supervise at least 4 mentorship sessions with each startup.

## **3. Investment Preparation and Due Diligence Support**

- Lead KPI setting sessions and monitor startup progress.
- Support startups in preparing investment-grade due diligence files (financial models, cap tables, legal documentation).
- Conduct mock investment committee sessions to simulate investor Q&A and feedback loops.

## **4. Investor Engagement and Matchmaking**

- Curate a network of 16+ investors (VCs, angels, DFIs) and organize investor matchmaking.
- Facilitate early investor introductions and relationship-building for startups.
- Guide term sheet negotiations and ensure deal-readiness for Demo Day.

## **5. Demo Day Execution Support**

- Prepare startups for final pitches and investor meetings.
- Support in planning and execution of Demo Day, including deal rooms for on-site negotiations.

## **Expected Deliverables**

- Detailed session and workshop outlines with trainers and mentors bios.
- Mentorship matching matrix and schedule.
- Due diligence checklist and investor-readiness diagnostics for each startup.
- Investor mapping and matchmaking plan.
- Post-program report capturing investments closed, lessons learned, and recommendations.

## **Timeline**

- Program Duration: 10 weeks (July–October 2025)
- Kickoff Preparation: June 2025
- Demo Day: October 2025
- Post-program reporting: October 2025

## Required Qualifications

- Proven track record in delivering acceleration programs focused on investment-readiness.
- Strong network of international investors, VCs, DFIs, and sector-specific mentors.
- Expertise in Central Asia's startup ecosystems is highly desirable.
- Experience in structuring and closing early-stage investment deals.

## Reporting

The external partner will report directly to the SlingShot Program Manager and coordinate closely with Accelerate Prosperity's Regional Virtual Accelerate Team.

## Application Process

Interested partners should submit:

- A technical proposal detailing approach, methodology, and team bios.
- A budget breakdown.
- References from at least two similar past projects.

## Proposal submission

Email applications should be forwarded to the Accelerate Prosperity at [aliman.kenzhebaeva@akdn.org](mailto:aliman.kenzhebaeva@akdn.org) and [bermet.iusupova@akdn.org](mailto:bermet.iusupova@akdn.org)

Friday, June 20, 2025, before 5 PM Bishkek time.

For questions regarding the assignment please reach out to Bermet Iusupova, SlingShot Regional Program team at [bermet.iusupova@akdn.org](mailto:bermet.iusupova@akdn.org).