



Short Term Consultant Opportunity with the Global Accelerator Learning Initiative

Summary

GALI seeks a short term consultant to provide methodological expertise and data analysis to help address the question: what is the value for money of acceleration programs? The main deliverable will be a report that outlines possible analytical approaches with a recommendation for the most appropriate, and provides a full set of analysis using that method. Interested applicants should submit proposals to Genevieve.edens@aspeninst.org by October 2, 2017.

Background

The Global Accelerator Learning Initiative (GALI) is a collaboration between the Aspen Network of Development Entrepreneurs (ANDE) and Emory University, made possible by its co-creators and founding sponsors including the U.S. Global Development Lab at the U.S. Agency for International Development, Omidyar Network, The Lemelson Foundation and the Argidius Foundation. GALI focuses on understanding the effectiveness of accelerators globally, assessing the global landscape of accelerators, as well as understanding the what works in acceleration. Read more about GALI at www.galidata.org

GALI builds on the work of the Entrepreneurship Database Program (EDP) at Emory, which since 2013 has been working with accelerator programs around the world to collect and analyze data describing the many entrepreneurs that they attract and support. First, EDP collects detailed data from entrepreneurs during their application processes. These entrepreneurs are then resurveyed annually to gather valuable follow-up data. Read more about EDP at www.entrepreneurdata.com

Accelerator Effectiveness and Efficiency

A core question that accelerator supporters -- and GALI -- wish to address is around the return on investment into acceleration programs. For example, for every dollar spent on a given accelerator program, what was the return in terms of business growth and jobs created? How might we compare this ROI for accelerator programs across different contexts, and how would the ROI of accelerators compare to other business support programs?

At this stage, GALI has sufficient data to begin addressing this question. The dataset currently houses information from 99 different programs, includes baseline data on 8,666 ventures, and at least one year of follow up from more than 4,000 ventures.

The consultant will have access, after signing a NDA, to a datafile that includes:

- Basic information about each accelerator program, including total cost of the program and total directly invested by the accelerator into cohort members
- Baseline and one-year follow up data on the ventures that participated and that applied but were rejected from the program for variables including:
 - Revenue
 - Number of full time employees
 - Number of part time employees
 - Equity financing
 - Debt borrowed
 - Philanthropic support

Using this data, and in conversation with the GALI team, the consultant will determine possible analytical approaches to address the question of ROI for accelerators.

Deliverables, due December 18th

- A report recommending one method, outlining all the various methods tested, and describing the relevance or lack of fit for each.
- A data brief showcasing the recommended method, presenting the ROI for each accelerator program.
- Analytical documentation for example an R script or Stata do file, to enable the GALI team to replicate the analysis.

What we're looking for

- Demonstrated expertise in evaluation, specifically cost-benefit analysis
- Experience with and interest in private sector development, entrepreneurship, accelerators, social enterprise, or a related field
- Strong data analysis experience

Note: this opportunity may expand into a second phase in early 2018 to support GALI's upcoming major annual report.

Interested applicants should submit a brief proposal by October 2, 2017. The proposal should include:

- A 1-2 page proposal with an introduction to you or your firm, a description of your proposed approach, and estimated cost and timeline
- Your CV
- A list of 2-3 references, and a sample of past work