

Annex 2 High-Level Scope of Work – Development of the MVP for the BPMP Smart Hub

1. Background

The Bulk Purchase Marketplace (BPMP) aims to provide a continental digital marketplace enabling Smart Africa Member States, service providers, and development Smart Africa to buy, sell, and support digital services in bulk. To accelerate delivery and ensure alignment with real user needs, Smart Africa will adopt an Agile, MVP-first development approach. The MVP will validate core functionalities, test the marketplace concept with selected Member States, and inform the scale-up to a fully featured Smart Hub platform.

2. Objective

Design, develop, deploy, and pilot a Minimum Viable Product (MVP) of the BPMP Smart Hub to demonstrate key capabilities, validate the marketplace model, and generate user-driven insights for iterative enhancement and continent-wide rollout.

3. Scope of Work

3.1. MVP Development

The contractor will design, develop, and deliver an operational MVP with the following foundational capabilities:

- User registration & authentication
(Buyers, service providers, national focal points, administrators)
- Demand aggregation module
Entry, review, and management of aggregated ICT demand (e.g., schools, health facilities, institutions)
- Service provider listing
Profiles, service descriptions, and offer submission workflows
- Basic matching functionality
Logic enabling preliminary matching between demand and service offerings

3.2. MVP Deployment

- Deploy the MVP on the selected hosting infrastructure
- Configure system environments (production, testing, staging)
- Conduct functional, security, and performance testing
- Provide technical documentation, installation guides, and user manuals

3.3. Pilot Implementation with Member States

In close collaboration with Smart Africa:

- Identify and onboard pilot Member States

- Support onboarding of Member States focal points, and service providers
- Facilitate live use of MVP functionalities under real operational conditions
- Collect data and structured user feedback on usability, effectiveness, gaps, and value

3.4. Enhancement & Scale-Up Roadmap

- Based on pilot findings, the firm will:
- Identify technical and functional priorities for the next development phases
- Recommend architecture and feature enhancements
- Propose a phased scale-up roadmap toward a fully featured BPMP Smart Hub serving multiple countries

4. Expected Deliverables

- Operational MVP platform with required modules
- Deployment package + hosting configuration
- User training materials and system documentation
- Pilot onboarding support
- Enhancement and scale-up roadmap