



# PARTNERS PROPOSAL AFRICA

# Welcome Africa



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**Jaime Caverio**  
CEO and Founder

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Dear entrepreneurs, startups, hubs and business accelerators of Africa,

At mentorDay, we believe in the transformative power of entrepreneurship to change communities and entire countries. We are thrilled to extend a warm welcome to all of you—the visionaries and pioneers of Africa—to join our growing global network.

Africa is a continent full of talent, creativity, and opportunities. We know that the potential of its entrepreneurs is immense, and we want to be a strategic ally on your path to growth and success. At mentorDay, we offer access to resources, training, and a network of mentors and experts ready to accompany you at every stage of your business journey.

Our goal is to provide you with the tools that will drive your ideas, generate impact, and build sustainable solutions to current challenges. We know that, together, we can create real change. Here, you'll find a community willing to share experiences, knowledge, and, above all, to build a brighter future.

Welcome to mentorDay! We are excited to walk this path with you.

A handwritten signature in a dark green color, appearing to read 'Jaime Caverio'. The signature is fluid and stylized, with a long horizontal stroke at the bottom.

# Contents

Who is mentorDay?	5
mentorDay goal in Africa	8
mentorDay experiences in African countries	10
Benefits for the Local Partner	11
Conditions to be a Local Partner	15
Steps to access benefits as a Local Partner	16
Commitments of the Local Partner	17
Commitments of mentorDay	18
Frequently Asked Questions	19

# Who we are

**mentorDay** is a private and independent NGO, made up of over **1,000 volunteer mentors** who provide support to each entrepreneur, helping them grow and create jobs.

We are a **business accelerator** that supports entrepreneurs from around the world through an extensive network of volunteer mentors in more than **40 countries**, with a special focus on Europe and Latin America.

With more than **30 years of experience**, mentorDay has been a pioneer in online acceleration programs, being one of the first worldwide (see ranking) and the first impact accelerator in Spain.

## Vision and Mission

Our mission is to support the creation of decent jobs, aligned with the Sustainable Development Goals (SDG 8), through the backing of entrepreneurs and new businesses, especially in developing regions.

We assist all entrepreneurs, prioritizing women, low-income entrepreneurs, youth or seniors, as well as those with innovative projects in any economic sector (we are sector-agnostic and adapt to the preferences of the local partner).

Throughout our history, we have helped over **1,900** businesses and created **6,500** jobs in more than **40** countries



# mentorDay at a Glance

**1,900 +**

Businesses accelerated

from  
**40+**  
Countries

**30+**  
Years of  
Experience

**1,000 +**

Accredited mentors

**85**

Hosted programs

**200 +**

Global partners

**TOP 5**

Ranked accelerators worldwide







# mentorDay goal in Africa

**mentorDay** aims to create a multiplier effect on African entrepreneurship by **collaborating** with local stakeholders to amplify **regional impact**, generate sustainable employment, and promote long-term economic development.

## 1 Create Jobs

our mission in Africa aligns with the Sustainable Development Goals (SDGs), particularly SDG 8, which aims to promote sustained economic growth and the creation of decent jobs. Our main goal is to generate employment in each region by accelerating local businesses, helping more entrepreneurs succeed, and consequently creating job opportunities within their communities.



## 2 Support Local Players

We seek to collaborate with key players in Africa's entrepreneurial ecosystem—those already active in providing services to entrepreneurs, such as incubators, accelerators, innovation centers, coworking spaces, hubs, and event organizers. Our approach is to complement these entities' services by integrating our tools, expertise, and international networks to increase impact.



### 3 Build Partnerships

Our expansion strategy in Africa begins in West Africa, where we are establishing partnerships in key countries such as Ghana.

We seek strategic alliances with local partners who share our vision of fostering entrepreneurship and creating employment.

Additionally, in every country where we operate, we publish a local ecosystem map that highlights all key players, promoting collaboration among them and providing visibility so that entrepreneurs can easily identify the resources available in their region. You can view an example of this map on our website: [Ecosystem Map](#).



## Why Africa? Reasons mentorDay has chosen Africa





# Experiences of mentorDay in Other African Countries

## Examples of Successful Partners in Other Countries

We already have over **200 collaboration agreements** with partners worldwide. Some notable examples in Africa include:



**Tanzania:** Collaboration with Empretec (UNCTAD), a global business development initiative.



**Mauritania:** Partnership with the local Chamber of Commerce, supporting the growth of local entrepreneurs.



**Equatorial Guinea:** Agreement with Bange Bank, which provides financial support to entrepreneurs.

These success stories highlight how mentorDay can help local partners expand their reach and improve their services by providing access to a global network of mentors, resources, and international funding opportunities.

**To learn more:** [Positive experiences and Establishment in Ghana.](#)

# Benefits for Local Partner



## We complement the services of local partners

We help expand the services that partners already offer to their entrepreneurs, such as incubation, acceleration, networking, events, awards, and microcredits. Our goal is to **enhance** each partner's existing offerings to reach more entrepreneurs and ensure their **success**.



## New Opportunities for Alumni

We provide additional support to entrepreneurs who have already completed local partner programs, offering them [tools and resources](#) that foster continuous growth.



## mentorDay Funding

- **Funding sources for mentorDay:** We cover all program costs through mentor donations, European grants, and financing provided by DYRECTO.
- **Sustainability of the financial model:** Our model ensures long-term viability by leveraging a combination of mentor contributions and external funding.



## Mentor Accreditation

We commit to accrediting at least **15 mentors** proposed by the local partner, with an estimated value of **€20,000**. This process raises the quality of local mentors, giving them international recognition. [Learn more here](#).





## Free Access to Tools and Content

Local partners will have free access to all the tools, support, and content developed by mentorDay, including resources for both entrepreneurs and mentors:

- **International mentor network.**
- **Accreditation of local partner mentors.** [Learn more here.](#)
- Access to **22 eBooks** with specialized content for entrepreneurs. [View eBooks.](#)
- Over **200 perks** valued at €200,000 for each entrepreneur and mentor. [mentorPERK.](#)
- Access to a pool of **6,000 specialists** to answer questions. [mentorADVISOR.](#)



## Facilitating Access to Funding

While we do not offer direct funding, we assist local partners in accessing financing opportunities:

- **European and global funds**, such as the €150 billion allocated under the EU's Global Gateway program. The 2025 calls for funding require proven pilot projects with positive results.
- **Priority in consortium formation:** Selected local partners will have priority to join funding consortia and participate in high-impact international projects.



## Access to International Events

mentorDay's presence at global fairs and summits opens doors to top-tier events, where local partners can connect with key players:

- **Participation in global events:** As part of **mentorDay**, you can attend and participate in major events such as **B-Venture in Spain, the Africa Startup Ecosystem Builders Summit, and other key fairs in Europe, Latin America, and Africa.** These events provide access to investors, corporations, and the opportunity to showcase local entrepreneurs on global stages.
- **International visibility:** Your organization and local entrepreneurs will gain increased exposure, helping attract investors and strategic partners.



## Visibility and Media Recognition

Being a local partner of mentorDay will significantly enhance your entity's visibility through various communication channels:

- **Press releases:** Your organization will be mentioned in mentorDay's press releases, providing media exposure at both national and international levels.
- **Featured space on the mentorDay website:** You'll have a prominent spot on our website, highlighting your role as a local partner and the services you offer to entrepreneurs, strengthening your credibility and attracting more entrepreneurs and partners.
- **Social media:** mentorDay maintains an active presence on platforms like Facebook, Instagram, Google, YouTube, TikTok, and LinkedIn.



## Access to Our Network

- Local partners will gain access to mentorDay's **networking and contacts**, with a global community of over **3,000 active members**, expanding opportunities for collaboration and growth.
- mentorDay accredits the mentors of each local partner, enhancing both their prestige and numbers. We also offer additional benefits to these mentors, including access to our global network of over 1,000 mentors.



## Local Partner Funding

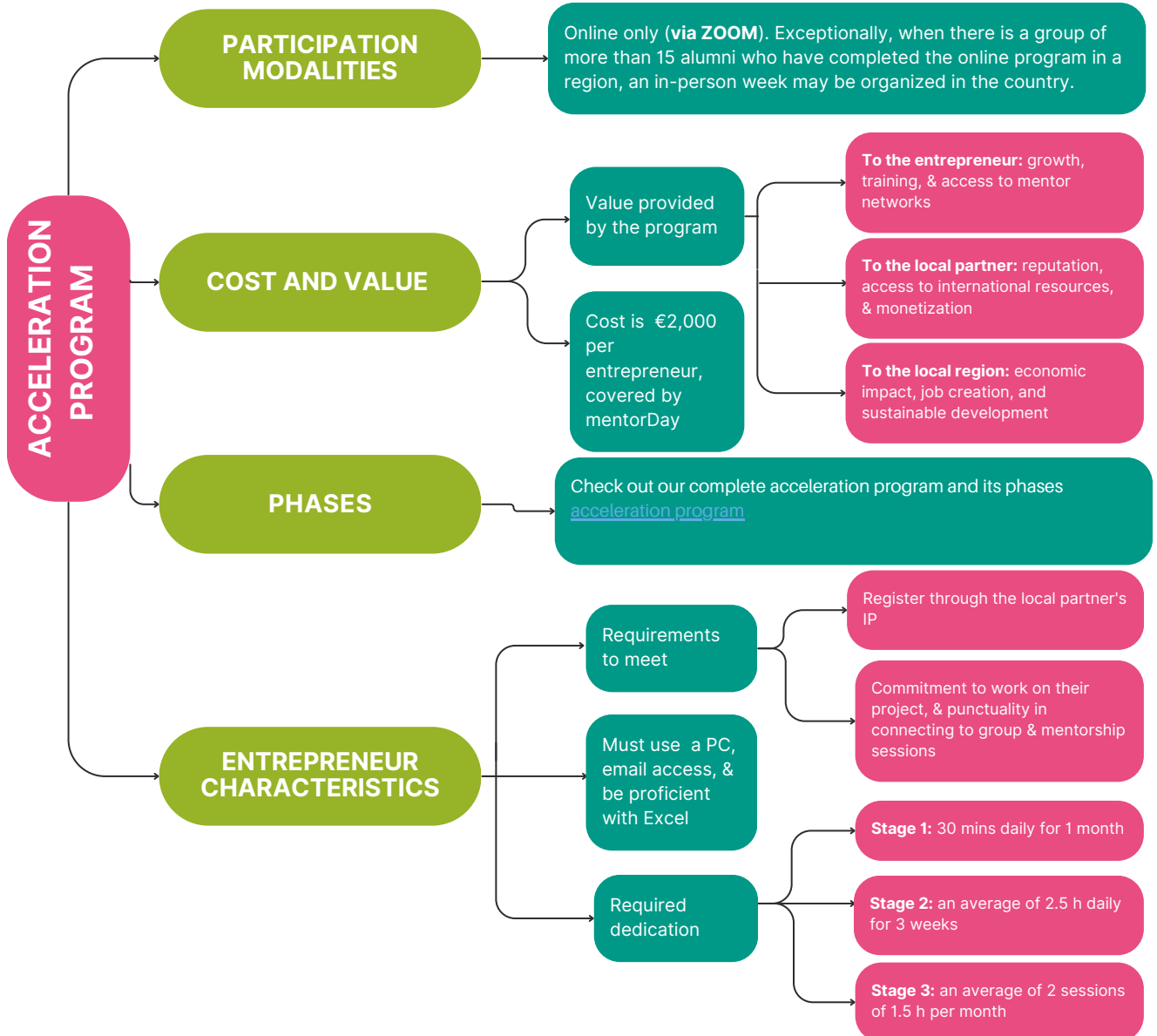
- **How is the local partner funded?:** The local partner does not need to increase expenses or make investments. They simply need to leverage their existing networks of entrepreneurs and mentors in the region.
- **Income opportunities for local partners:** Partners may benefit from increased exposure and collaborations, which can open doors to additional revenue streams through partnerships and projects.





## Benefits for Local Entrepreneurs

- **Access to mentorDay's acceleration program:** The local partner's community of entrepreneurs will have access to mentorDay's monthly acceleration programs, providing them with support to scale their businesses.



- Access to the [softlanding internationalization program in Europe](#)
- Individualized mentoring for each entrepreneur.
- Free accommodation for 6 months in a business center in Spain.
- Access to the Spanish entrepreneur visa to reside in Spain ([see+](#)).
- Prizes and discounts on services valued at over €200,000 ([see+](#)).
- Access to private investors and business angels.
- Professional contacts with companies, clients, and international networking.

\*See all the benefits for local partner companies ([see+](#)).

# Conditions to be a Local Partner

We are looking for partners who want to enhance the impact they are already generating in their entrepreneurial community by complementing their services with our tools and expertise. Specifically, this call is aimed at key players in the ecosystem, such as:

Accelerators and incubators	Export promotion agencies or investment attraction agencies
Chambers of commerce	Associations of entrepreneurs or startups
Microfinance agencies	Event organizers for entrepreneurs
Universities with alumni programs	Any public or private entity that provides ongoing support to a significant volume of entrepreneurs.

Ideal partners must be **legally constituted public or private entities** with at least **3 years** of experience, operating in Latin America (LATAM) or Africa. We are interested in collaborating with organizations that already have direct and fluid access to a significant network of entrepreneurs (**at least 40**), distributed across one or more regions.



# Steps to Access Benefits as a Local Partner

## Expression of Interest

Entities interested in becoming local partners must express their interest by completing the application form: [LOCAL PARTNER - EXPRESSION OF INTEREST \(+\)](#). This process is open until we select at least one local partner

## Application Evaluation Process

Once applications are received, they will be evaluated by the **mentorDay assessment committee** in the order they were received. Various criteria will be considered, with particular attention to the **number of companies** the local partner commits to attracting:

- Partners who meet the requirements and are selected will receive a **"collaboration agreement."**
- They will have a maximum of **7 calendar days** to return the signed agreement along with the legal documentation confirming the entity's establishment.

Once the agreement is signed, each local partner will receive a **"Personalized Invitation" (PI)**, a unique link that will facilitate the enrollment of their companies in the program. This tool will also allow **tracking and traceability** of all companies registered through the local partner, ensuring clear and efficient management.

More information about the **Personalized Invitation** is available here: [Personalized Invitation](#).

\*This process ensures that each local partner has the tools and support necessary to maximize their impact in the entrepreneurial community.

# Commitments of the Local Partner

## Roles and Responsibilities of the Local Partner

### Share the "Personalized Invitation" (PI):

The local partner commits to disseminating the enrollment link provided by mentorDay among their entrepreneurs, startups, and alumni. This should be done through the local partner's usual communication channels, such as email, social media, or website, until reaching the committed number of enrolled companies in the expression of interest.

### Active Promotion:

The local partner must actively promote the program, ensuring it reaches all potential entrepreneurs who may need it. This involves utilizing their networks, events, and communication platforms to maximize the visibility of the mentorDay program.

### Offer the programs for free:

The entrepreneur should not pay for the services provided by mentorDay.

### Facilitate internet access (optional but recommended):

In areas where internet connectivity is limited, it is recommended that the local partner provide a physical space with a good internet connection so that entrepreneurs can access the program without technical difficulties.

# Commitments of mentorDay

## Roles and Responsibilities of mentorDay

Cover all necessary costs to deliver each acceleration program, including among others: **30 mentors, 60 specialist experts, 12 webinar speakers, 6 investors (business angels), 30 jury members... e-learning platform, 200 PERKS, 22 EBOOKs.**

mentorDay commits to inviting the local partner who enrolls the most entrepreneurs and mentors in the programs to apply for European funds.

**Cover all necessary costs** to accredit the **local partner's mentors.**

**Cover all necessary costs** to generate the positive experiences **required by European funding calls.**

**Assist in the internationalization** of companies looking **to grow in Europe**, offering free places in the Softlanding program, and **6 months in a business center in the Canary Islands (Spain).**

**Notify the local partner** who has fulfilled their commitments **about the opening of European funding calls**, giving them preference in the consortium formation.

Share tracking of all entrepreneurs and mentors registered through the **LOCAL PARTNER's PI**, producing a summary impact report each month.



# STILL HAVE QUESTIONS AFTER REVIEWING OUR PROPOSAL?

Just check out the most frequently  
asked questions

[FAQ](#)

## mentorDay


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