



REQUEST FOR PROPOSALS (RFP) - SELECTION OF CONSULTANTS

TENDER TITLE: DEVELOPMENT OF A MORE INCLUSIVE, SUSTAINABLE AND COMPETITIVE
TRADE AND TRANSPORT CORRIDOR BETWEEN DJIBOUTI AND ETHIOPIA

TENDER NUMBER: PRQ20230214

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FINANCED BY:



INVITATION TO TENDER INSTRUCTIONS

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General

1. This Request for Proposal (RfP) and the instructions for compiling and submitting Your Tender are designed to help you produce a tender that is acceptable to TMA as well as ensuring that tenders are given equal consideration. TMA will select the most economically advantageous tender. It is essential, therefore, that you provide the information requested in the specific format and no other.
2. TradeMark Africa (TMA) is not bound to accept the lowest price, or any, tender. We also reserve the right to request any, or all, consultants to clarify the proposals submitted.

Instructions to Consultants

3. Costs and Charges

The consultant shall bear all costs associated with the preparation and submission of its proposal, and TMA shall not be responsible or liable for those costs, regardless of the conduct or outcome of the selection process. TMA is not bound to accept any proposal and reserves the right to annul the selection process at any time prior to contract award, without thereby incurring any liability to the consultant.

4. Language of Proposal

The proposal, as well as all correspondence and documents relating to the proposal exchanged between the consultant and TMA shall be written in the **ENGLISH** language. Any other language shall lead to disqualification of the proposal. In cases where there is a translation, it must be endorsed by an authorised translator.

5. Only One Proposal

The consultant (including the individual members of any joint venture (JV)) shall submit only one proposal, either in its own name or as part of a JV in another proposal. If a consultant, including any JV member, submits or participates in more than one proposal, all such proposals shall be disqualified and rejected. This does not, however, preclude the consultant's staff from participating as key experts and non-key experts in more than one proposal. However, the same sub-consultant may participate in several submissions.

If the consultant is a consortia/JV, the RfP shall include:

a copy of the JV agreement entered by all members,

or

a letter of intent to execute a JV agreement, signed by all members together with a copy of the agreement proposal.

In the absence of this document, the other members will be considered as sub-consultants. Experiences and qualifications of sub-consultants shall not be considered in the evaluation of the proposals.

6. Validity

The proposals must remain valid for not less than **120 days** from the date of submission. TMA shall endeavour to complete the evaluation and communicate within this period. The proposals shall be prepared in indelible ink, and it shall contain no interlineations or overwriting, except as necessary to

correct errors made by the consultant. Any such corrections must be initialled by the person(s) who sign(s) the proposals.

7. Clarifications and Amendments

Enquiries must only be for the purposes of clarifying the content of this RfP. All enquiries must clearly specify the tender title, number, section being queried and should be emailed to procurement@trademarkafrica.com.

Interested consultants may request for clarifications on this RfP up to **Seven (7)** days before the submission date. TMA will endeavour to reply as soon as is possible. It will be at TMA's discretion to provide additional information where necessary.

Final clarifications with TMA's responses will be shared with all potential consultants.

Should TMA deem it necessary to amend the RfP, because of clarifications, it shall do so by issuing an amendment in writing or by standard electronic means. The amendment shall be sent to all consultants and will be binding on them. TMA may extend the proposal submission deadline to give the consultants reasonable time to take an amendment into account in their proposals.

8. Eligibility

This assignment is eligible to firms and consortiums only. Application received from individual consultants shall be automatically disqualified.

TMA permits consultants (firms, including JVs and their members) from all countries to offer consulting services for TMA-financed projects.

Furthermore, it is the consultant's responsibility to ensure that its experts, JV members, sub-consultants, agents (declared or not), sub-contractors, service providers, suppliers and/or their employees meet the eligibility requirements as established by TMA.

a) **Authorized Geographic Code:** The geographic code for the procurement of the services under this assignment is 937, which is the United States, the recipient country, and developing countries. Any submission received from countries not mentioned in code 937, will be disqualified. The list of eligible countries to participate in this tender can be accessed via <https://www.usaid.gov/sites/default/files/documents/1876/310maa.pdf>

b) **Sanctions:** A firm or an individual sanctioned by TMA in accordance with the Supplier Code of Conduct, shall be ineligible to be awarded or benefit from a TMA-financed contract, financially or otherwise, during such period as TMA shall determine.

Consultants debarred by the World Bank, the Public Procurement and Disposal Act (PPDA) of the **Government of all countries of TMA operation** TMA donors and/or any other international donor agency are barred from bidding.

c) **Prohibitions:** Consultants and individuals of a country or goods manufactured in a country may be ineligible if indicated in TMA's Supplier Code of Conduct and:



- as a matter of law or official regulations, the recipient's country prohibits commercial relations with that country, provided that TMA is satisfied that such exclusion does not preclude effective competition for the provision of services required; or
- by an act of compliance with a decision of the United Nations Security Council taken under Chapter VII of the Charter of the United Nations, the recipient's country prohibits any import of goods from that country or any payments to any country, person, or entity in that country.

- d) **Restrictions for Government-owned Enterprises:** Government-owned enterprises or institutions in the recipient's country shall be eligible only if they can establish that they (i) are legally and financially autonomous, (ii) operate under commercial law, and (iii) that they are not dependent agencies of TMA.

To establish eligibility, the government-owned enterprise or institution should provide all relevant documents (including its charter) sufficient to demonstrate that it is a legal entity separate from the government; it does not currently receive any substantial subsidies or budget support; it is not obligated to pass on its surplus to the government; it can acquire rights and liabilities, borrow funds, and can be liable for repayment of debts and be declared bankrupt; and it is not competing for a contract to be awarded by the government department or agency which, under the applicable laws or regulations, is its reporting or supervisory authority or has the ability to exercise influence or control over it.

- e) **Restrictions for public employees:** Government officials and civil servants of the recipient's country are not eligible to be included as experts in the consultant's proposal unless such engagement does not conflict with any employment or other laws, regulations, or policies of the Recipient's country, and they

- are on leave of absence without pay, have resigned, or retired.
- are not being hired by the same agency they were working for before going on leave of absence without pay, resigning, or retiring.

(In case of resignation or retirement, for a period of at least six (6) months, or the period established by statutory provisions applying to civil servants or government employees in the recipient's country, whichever is longer. Experts who are employed by the government-owned universities, educational or research institutions are not eligible unless they have been full time employees of their institutions for a year or more prior to being included in consultant's proposal); and

- Their hiring would not create a conflict of interest.

9. Format of Your Tender

Your tender should be set out in four (4) main parts:

- Part A – Preliminary Requirements.
- Part B – Executive Summary.
- Part C – General and Technical; and
- Part D – Financial.



10. Part A Preliminary Requirements

Consultants are required to submit scanned copies of the below documents:

- Signed and stamped Supplier Code of Conduct (**Annex 1**) with all pages initialized.
- Signed consortia/JV agreements or letters of intent (applicable to consortia/JV) between your selected partners must be submitted; and

Failure to submit the above requirements may lead to disqualification.

Parts A, B & C may be contained in one PDF document. However, the Financial Proposal (Part D) must be submitted as a separate PDF document to enable the Technical and Financial proposals to be evaluated independently.

Please do not include any financial/ price information in Parts A, B or C. Inclusion of any price information in Parts A, B or C shall lead to bid rejection.

11. Part B Executive Summary

This should be a brief overview of your tender covering how you intend to achieve the outputs and your assessment of the resources required.

12. Part C General and Technical Proposal

Your technical submission should contain the following:

- a) Signed and stamped Technical Bid Submission Form (**Annex 2**).
- b) The firm's previous relevant experience should include the client's contact details, description of the assignment undertaken, start and end dates of each assignment. Refer to **Annex 3** in this RfP.
- c) Technical response (including method of implementation and your proposed quality assurance mechanisms).
- d) A list of the names and designation of all proposed experts/key personnel who will work on this project. Please clearly indicate the positions/roles to be played by the personnel to match those requested for in the Terms of Reference (ToRs) Refer to **Annex** in this RfP.
- e) The Curriculum Vitae (CVs) of proposed experts with information relevant to this project to support the proposed expert for this assignment. The CV template is **Annex 4** in this RfP.
- f) **Only one (1) CV** shall be submitted for each of the proposed key expert position. If more than one CV is submitted for the same position, only the first CV will be evaluated; and
- g) Consultants must confirm that their proposed key expert will be available to provide the required services for the duration of the contract.

The technical proposal shall not include any financial information. The Inclusion of any financial information shall lead to the proposal being declared non-responsive.

Consultants are advised to respond in line with or in reference to the scoring criteria as indicated in the **Technical Evaluation** section of this RfP document.

13. Part D Financial Proposal

The financial proposal shall be prepared using the standard forms annexed in the RfP. It shall list all costs associated with the services, including (a) remuneration of key experts and non-key experts, (b) other expenses, and (c) all applicable taxes.

a) **Contents:** The financial proposal should contain the following information:

- Signed and stamped Financial Bid Submission Form (**Annex 5**); and
- Pricing details using the enclosed pro-formas. Besides completing proforma 1, bidders must complete proformas 2, 3 and 4 on a fees and expenses basis to demonstrate the cost breakdown of the milestone payments. Innovation is encouraged in the development and pricing of technical and commercial proposals (**See Annex 6 for Templates**).
- The financial proposal should not be combined with the technical proposal but should be submitted as a separate document.
- The financial proposal **MUST be in PDF and password protected.**

b) **Currency of Proposal:** The financial proposal shall be stated in ***United States Dollars (\$)***.

c) **Taxes:**

- The financial proposal should clearly estimate, as a separate amount, the different applicable taxes, duties, fees, levies, and other charges imposed in **the TMA countries where the assignments will be implemented** under the Applicable law, on the consultants, the sub-consultants, and their experts (other than nationals or permanent residents of the country).
- The consultant, its sub-consultants and experts are responsible for meeting all tax liabilities arising out of the contract unless stated otherwise in this RfP. The consultant is required to obtain information on taxes in the country where the contract is to be implemented.
- TMA funds shall not be used to meet the cost of any Value Added Tax (VAT).
- Consultants should clearly breakdown/separate the tax component in their financial proposals to facilitate evaluation of the financial proposals.

14. Confirmation of Experience Letters / References

References of potential consultants which have been given by a current TMA employee shall not be accepted in support of a submission of a proposal as part of a procurement process. For the avoidance of doubt, only TMA's confirmation of experience letter / references signed by the Head of Procurement are acceptable in support of applications, bids, proposals, or submissions.

15. Sustainability Considerations

TMA has adopted the World Bank's Environmental and Social Framework (ESF) as mentioned in the Supplier Code of Conduct. Consultants are required to demonstrate how the implementation of their proposed solution shall address/enhance sustainability.

16. Evaluation Criteria and Process

In assessing the proposals submitted, the evaluation panel will use the Quality and Cost Based Selection (QCBS) as specified in this RfP.

17. Technical Evaluation

The technical evaluation for each assignment will be based on a scoring system outlined below marked out of a maximum score of **70 marks**. Only proposals that score a minimum of **70 marks** in this technical evaluation will be deemed to be “substantially responsive”. Marks will be awarded according to the following matrix.

The detailed evaluation criteria for the assignment are provided below.

NOTE: All coordinators shall be Nationals of the respective countries i.e., Djibouti and Ethiopia. Proof of Nationality shall be provided as supporting documents.

Proposals that fail to comply to this requirement shall not be evaluated.

<i>Evaluation Criteria</i>		<i>Max Score</i>
Key Experts Qualifications & Experience		
1) Lead Consultant (20 Marks)		
The Lead Consultant will have a minimum of:		
<ul style="list-style-type: none"> A graduate degree in Logistics, Economics, Business Administration, Supply Chain Management or other relevant field. Significant experience in the field of logistics and trade can be considered in lieu of the qualifications mentioned. Additionally, he/she will have a minimum of 7 years of relevant experience (at least 5 years in Africa) in undertaking transport corridor diagnostics particularly in the Eastern Africa region. 		20
2) Other Key Experts (50 Marks)		
i. Rail / Cool Logistics Specialist	<p>The bidder's team must have a Rail/Cool Logistics Specialist. He/she will have a minimum of:</p> <ul style="list-style-type: none"> ✓ 10 experiences in Rail/Cool logistics ✓ Experience in facilitating and managing large public / private sector events with a range of stakeholder's experts in rail/ Cool logistics. ✓ Environmental and Social impact assessments ✓ Familiarity of the Horn of Africa political and social fabric 	10
ii. Vocational Training Expert	<p>The bidder's team must have a Vocational Training expert. He/she will have a minimum of:</p> <ul style="list-style-type: none"> ✓ 15+ experience in the design of vocational capacity assessments. ✓ 15+ years in developing training programmes in logistics and associated sectors ✓ Experience in leading, facilitating and managing large public / private sector training programmes. ✓ Sound understanding of delivering public and private sector training programmes with clear articulation of results. ✓ Proven experience of job matching and statistical presentation of the impact of training on jobs secured. 	30

Evaluation Criteria		Max Score
iii. Private sector / Trade specialist	<p>The bidder’s team must have a Private Sector/ Trade Expert. He/she will have a minimum of:</p> <ul style="list-style-type: none">✓ 10+ years of Private sector, trade experience in Djibouti/Ethiopia✓ Sound understanding of Djibouti, Ethiopia, and Horn of Africa development context.✓ Sound understanding of the institutional, policy and regulatory framework government transit and transport arrangements in Ethiopia as they relate to the Djibouti Corridors.	10
Professional Experience/Expertise of the Firm (10 Marks)		
<ul style="list-style-type: none">• Demonstrable experience in logistics platforms, transport, and infrastructure development analysis. Including in-depth knowledge of trade and trade facilitation issues - particularly the recent history related to Djibouti and Ethiopia Customs, Transport and Transit, and Port Utilisation. 2 marks• Good understanding of the political economy of the Horn of Africa. 2 marks• Knowledge of private sector development and cross-border trade to support jobs creation and income enhancement in Africa, particularly the Horn of Africa experience latest AfCFTA agreements and policy, and Horn of Africa regions. 2 marks• Demonstrable stakeholder management skills and ability to work flexibly with Governments officials, private sector entities, traders, and people living on the poverty line with a demonstrated ability to manage and sensitise relationships in a tactful and productive manner. 2 marks• Demonstrable understanding of interlinking and crosscutting themes of a logistics platform, new and enhanced logistics skills, and piloting innovative green and low carbon approaches to transporting good along the Djibouti corridor. Clear methodology for shifting the Djibouti Corridor – through advocacy, skills enhancement, and piloting low carbon transport - transforming the Djibouti Corridor into one the greenest corridor in Africa and one that supports investment, job creation, and prosperity. 2 marks		10
Approach and Methodology of the Assignment (20 Marks)		
<ul style="list-style-type: none">• Evidence of meeting specific requirements in the ToRs<ul style="list-style-type: none">✓ Demonstrated technical experience in handling at least four similar assignments as per the scope. 5 Marks• Adequacy of understanding and interpretation of assignment objectives<ul style="list-style-type: none">✓ Understanding of logistics platforms, the Horn of Africa political economy. 5 Marks• Adequacy of the proposed methodology to address the objectives of the assignment.<ul style="list-style-type: none">✓ Unpacking objectives✓ Assigning scope to results – logical arguments. 5 marks• Adequacy of the proposed work plan of the assignment:<ul style="list-style-type: none">✓ Logic and interrelation of activities. 5 marks		20
TOTAL		100

Bidders who achieve the minimum technical score of 70 marks out of 100 marks will qualify for the financial evaluation.

The weight given to the technical proposal shall be **70%** and the weight given to the financial proposal shall be **30%**.

18. Financial Evaluation

All substantially responsive proposals that score **70 marks or more** from the technical evaluation shall have their financial proposals evaluated.

The formula for determining the financial score (SF) shall be as follows:

Sf = 30% x fm/f where:

Sf = is the financial score

Fm is the lowest fees quoted and

F is the fees of the proposal under consideration.

The lowest fees quoted will be allocated the maximum score of **30%**.

The bidder's proposals will be ranked according to their combined technical score (st) and financial score (sf) and weighted accordingly. The formula for the combined scores shall be as follows:

$$S = ST \times T\% + SF \times P\%$$

Where:

S is the total combined scores of technical and financial scores.

St is the technical score.

Sf is the financial score.

T is the weight given to the technical proposal (in this case **70%**) and

P is the weight given to the financial proposal (in this case **30%**)

Note P + T will be equal to **100%**.

The bidder who has achieved the highest combined technical and financial score shall be declared successful and subsequently invited for clarifications.

19. Negotiation

TMA, may at its discretion, choose to negotiate either with all tenderers that have passed technical and financial evaluation, or a shortlist of such, on any aspects of the ToR, proposed methodology, key expert, inputs, price and/or conditions of the contract.

20. Packaging, Submission, and Delivery of Tenders

20.1 All submissions must be submitted via TMA's procurement mailbox using the email address, on or before **09 October 2023, on or before 12.00 P.M. (Kenya Time)**.

Please note that the maximum size of each email with attachments must not exceed **5MB**. The Technical and Financial proposal shall be submitted **as two separate documents in PDF format**, in the same email or separate mails.

Both Technical and Financial proposals MUST be password protected.

20.2 Late tenders will not be accepted. No special pleadings will be accepted. Faxed or hard-copy proposals/samples shall be rejected.

21. Complaints

Any questions, queries, or concerns about the procurement process should be raised directly with the Head of Procurement in the first instance via procurement@trademarkafrica.com, who will address the matters raised.

If the matter is not satisfactorily resolved, the complainant is encouraged to write to complaints@trademarkafrica.com.

22. Deviations, Reservations, and Omissions

During the evaluation of bids, the following definitions apply:

- "Deviation" is a departure from the requirements specified in the Bidding Document.
- "Reservation" is the setting of limiting conditions or withholding from complete acceptance of the requirements specified in the Bidding Document; and
- "Omission" is the failure to submit part, or all the information or documentation required in the Bidding Document.

23. Determination of Responsiveness

TMA's determination of a bid's responsiveness is to be based on the contents of the bid itself. A substantially responsive bid is one that meets the requirements of the Bidding Document without material deviation, reservation, or omission. A material deviation, reservation, or omission is one that,

- if accepted, would: -
 - Affect in any substantial way the scope, quality, or performance of the Works specified in the Contract; or
 - Limit in any substantial way, inconsistent with the Bidding Document, the Employer's rights, or the Bidder's obligations under the proposed Contract; or
- If rectified, would unfairly affect the competitive position of other Bidders presenting substantially responsive bids:
- The Employer shall examine the technical aspects of the bid submitted in accordance with **Invitation to Consultants (ITC) 17**, Technical Proposal in particular, to confirm that all requirements have been met without any material deviation, reservation, or omission; and

- If a bid is not substantially responsive to the requirements of the Bidding Document, it shall be rejected by the Employer and may not subsequently be made responsive by correction of the material deviation, reservation, or omission.

24. Nonconformities, Errors, and Omissions

- Provided that a bid is substantially responsive, the Employer may waive any non-conformity in the bid.
- Provided that a bid is substantially responsive, the Employer may request that the Bidder submit the necessary information or documentation, within a reasonable period, to rectify nonmaterial nonconformities in the bid related to documentation requirements. Requesting information or documentation on such nonconformities shall not be related to any aspect of the price of the bid. Failure of the Bidder to comply with the request may result in the rejection of its bid.
- Provided that a bid is substantially responsive, the Employer shall rectify quantifiable nonmaterial nonconformities related to the Bid Price. To this effect, the Bid Price may be adjusted, for comparison purposes only, to reflect the price of a missing or non-conforming item or component.

25. TERMS OF REFERENCE

TERMS OF REFERENCE: DEVELOPMENT OF A MORE INCLUSIVE, SUSTAINABLE AND COMPETITIVE TRADE AND TRANSPORT CORRIDOR BETWEEN DJIBOUTI AND ETHIOPIA

BACKGROUND

1.1 About TradeMark Africa

TradeMark Africa (TMA), formerly TradeMark East Africa, is an Aid-for-Trade organisation established in 2010, with the aim of growing prosperity through increased trade. TMA operates on a not-for-profit basis and is funded by: Belgium, the Bill and Melinda Gates Foundation, Canada, Denmark, the European Union, Finland, France, Ireland, the Netherlands, Norway, the United Kingdom, and the United States of America. TMA works closely with regional intergovernmental organisations, including the African Union (AU), the African Continental Free Trade Area (AfCFTA) Secretariat, the East Africa Community (EAC), the Intergovernmental Authority on Development (IGAD), the Common Market for East and Southern Africa (COMESA), the Southern Africa Customs Union (SACU), national Governments, the private sector and civil society organisations.

The first two strategic periods of TMA (2010-2023) have contributed to substantial gains for trade and regional integration in East Africa and the Horn of Africa in terms of decreased cargo transit times (reduction of 16.5% on the Northern Corridor from Mombasa to Bujumbura), improved border efficiency (the time to cross targeted one-stop border posts has been reduced by an average of 70%), and reduced barriers to trade. The continental-wide shift and rebrand to TMA were officially launched in West Africa in January 2023, with Ghana being the first country of operations in the region.

While continuing to leverage our core expertise in trade facilitation, we will evolve our focus to harness the potential of digitalisation, support African exporters to pioneer low-carbon trade, address core trade factors behind food security and promote inclusive trade. By increasing trade volumes, and enhancing the sustainability and inclusiveness of trade, we aim to deliver job creation, poverty reduction and enhanced economic growth.

TMA's headquarters are in Nairobi, Kenya. Operations and offices are in: EAC Secretariat - Arusha, Burundi, the Democratic Republic of Congo, Djibouti, Ethiopia, Ghana, Malawi, Mozambique, Rwanda, Somaliland, South Sudan, Tanzania, Uganda, and Zambia. For more information, please visit www.trademarkafrica.com

1.2 Background on Djibouti and Ethiopia

The population of Djibouti is just over 1 million with a growth rate close to 1.5%. Despite experiencing economic growth, Djibouti continues to struggle with high unemployment. Official numbers put the unemployment rate at just over 10 per cent, but international estimates consider it to be closer to 60%. Reliance on diesel-generated electricity and the need to import necessities like food and water leave average consumers vulnerable to global price shocks. Djibouti's gross domestic product expanded by an average of more than 6 per cent per year, from US\$341 million in 1985 to US\$3.3 billion in 2019. Low tax revenue and high spending on public infrastructure has seen Djibouti struggle with its budget deficit. Djibouti's public debt has increased sharply—from 50.2 per cent of GDP in 2015 to an expected 72.9 per cent in 2020.

Djibouti's economy is dominated by the tertiary sector, including transport, communications, commerce, and tourism, which accounts for 73% of GDP and employs most of the working population, with transport and related logistical services remaining the backbone of the economy. The secondary sectors, including construction and manufacturing, are growing but the agriculture sector (including fisheries) remains marginal.

Djibouti's port is the principal maritime trade point for Ethiopia, handling more than 90% of its international trade. To maximise and consolidate its position as a key trade partner to Ethiopia and a major trade gateway in East and Central Africa the Government of Djibouti launched Vision Djibouti 2035. The strategy aims to make Djibouti a commercial and logistics hub for East Africa. Through the strategy, the government has invested heavily and strategically in ports, railways, roads, and a Special Economic Zone. The Government recently invested in infrastructure development around the Doraleh Container Terminal. This ensures Djibouti's ports remain central to Ethiopia's maritime trade and retain its role as international trading hubs. The port also plays a critical logistics role in large-scale food aid, managed by the World Food Programme (WFP) which has established a logistics base with a 65,000MT capacity. These investments have improved the port productivity making Djibouti Port the leading container port in Africa.

Ethiopia is Africa's second most populous country with a population of 123 million and rising at 2.6% per annum. Almost 50% of Ethiopia's population is under the age of 18. The economy of Ethiopia is a mixed and transition economy with a large public sector. The Government of Ethiopia (GoE) is in the process of privatizing many of the state-owned businesses and moving toward a market economy. The GoE embarked on an ambitious programme of economic reforms – Growth and Transformation Programme II. This will sustain its growth performance by increasing trade and making it more efficient to trade in Ethiopia; linking Ethiopia closer to export markets; and supporting the programme of industrialisation. The GoE has already invested in the development of trade infrastructure in the form of roads and railways (over 5,000 km) connecting it to the port of Djibouti. As part of its drive to promote manufacturing, the country has invested in the development of industrial parks and the logistics sector is undergoing a gradual liberalisation process with new private businesses expected to compete with public sector actors.

Both Ethiopia and Djibouti are the driving forces behind the Horn of Africa Initiative on Regional Integration and Economic Development. The overall objective is to rapidly develop the sub-region through facilitating regional integration and cooperation. It consists of improving regional infrastructure connectivity, promoting trade and economic integration, building resilience to withstand shocks, and strengthening its human capital and skills.

1.3 Justification for a Logistics Intervention

Since the global outbreak of Covid 19 that brought life to a halt, Ethiopia and Djibouti have faced several challenges – one after the other. The region is facing the double impact of the Ukraine crisis, leading to fuel and food price inflation, shortages of food, and what is reported to be the worst drought in 40 years in the Horn of Africa. This comes after the economic and social pain caused by Covid 19 that disrupted global supply chains, increased the cost of food commodities, and put a standstill on most productive economic activities. The region is also waking up to the global shift in consumer demands for non-airfreight horticulture goods and is changing its modus operandi.

Regional trade volumes have fallen dramatically since 2019 but forecasts still expect trade volumes to more than double by 2030. Improving the Horn of Africa's access to the world markets and increasing intra-Africa trade requires more competitive logistics services. This will support economic recovery and is central to increasing economic resilience and sustaining growth for both Djibouti and Ethiopia. A more

climate change-responsive logistics sector will help resume the Horn of Africa's participation in global value chains, increase traditional and climate focused Foreign Direct Investment (FDI) and local investment in agribusiness, manufacturing, pharmaceutical and other high-value sectors that are a prerequisite for attracting further investment and job creation. Efficient trade corridors, especially the dominant Djibouti corridor, can generate benefits for millions living within 50 km of the Horn's trade corridors. This requires a step change in all aspects of the logistics industry.

Investments have been made to improve the trade logistics sector along the Djibouti Corridor. However, despite these investments in transport infrastructure, the cost of shipping a 20-foot container to Germany from Ethiopia is 247% higher than from Vietnam, and 72% higher than from Bangladesh (World Bank, 2018). High logistics costs to and from the Ethiopian marketplace undermine the growth of the export-driven manufacturing sector and the transformation of the agriculture sector. Firms in Ethiopia face higher inventory costs and longer lead times, which result in a supply chain that is unable to respond to time constraints. Trade logistics performance indicators show Ethiopia's rank reducing from 104th in 2014 to 126th out of 160 countries in the 2016 'doing business' World Bank indices. Ethiopia is underperforming in another critical indicator tracking trading across borders, with World Bank data showing Ethiopia ranking 156th out of 190 countries in 2020. Compliance for exporting and importing takes respectively 51 and 72 hours in 2020. Logistics performance has been improving year on year in Djibouti. The World Bank Logistics Performance Index report of 2018 ranked Djibouti ranked 90th compared with 136th in 2016. However, Data from the Doing Business report (2020) indicated that Djibouti was performing poorly in the indicator of trading across borders where it ranked 147th.

The Netherlands Government and Netherlands Business have been the earliest and most sustained partners and supporters of the horticulture sector in Ethiopia for decades. They have supported public and private sector actors and remain the central external stakeholder. Support for the Ethiopian horticulture association for the last decade, experts from the Netherlands Government, and more recently the 'Flying Swans' organisation are key tenets of the Netherlands support. This support will engage with this on-going support and coordinate technical assistance and pilot activities to support this collective.

The USAID-funded Economic Recovery and Reform Activity (ERRA) programme proposes a set of interventions to help the Horn of Africa address these challenges by supporting two outcomes. The first outcome is to support livelihoods and job creation in three key export-oriented value chains – logistics, fisheries, and livestock and the second outcome is to facilitate trade for the humanitarian aid response to food trade for greater food security and resilience. This proposed logistics programme will form an integral component under the first outcome, while also supporting movement of humanitarian aid.

II. OBJECTIVES OF THE ASSIGNMENT

2.1 Overall Objective

The overall objective of the assignment is to support the development of a more inclusive, sustainable, and competitive trade and transport corridor between Djibouti and Ethiopia so that Djibouti can participate in the benefits of the development of this corridor.

2.2. Specific Objectives:

More specifically, this intervention aims to improve the efficiency and inclusiveness of the trade logistics sector along the Djibouti corridor through a three-pronged approach to:



- a) Set up a public private logistics platform to identify and eliminate constraints faced by the private sector along both sides of the corridor, including non-tariff barriers (NTBs) and technical barriers to trade (TBTs) and to enhance coordination in the trade logistics sector.
- b) Create jobs in the Djibouti logistics sector particularly for women and youth through the design and implementation of a market driven vocational training programme.
- c) Contribute to the development of more efficient intermodal cool logistics services to support the development of the horticulture sector exports from Ethiopia to Djibouti and the world. This intervention will run in parallel with the significant investments' partners are delivering on infrastructure development – road and rail.

The impact of these three interventions will boost the efficiency of trade logistics services and strengthen collective public and private sector engagement in driving key freight and logistics development in the Horn of Africa's critical trade artery. This intervention will promote national and regional dialogue to ensure the interventions are demand led and support the development of both the public and private sector logistics providers delivering services between Djibouti and Ethiopia.

We seek a coordinated approach for three interconnected interventions to address challenges in the Horn of Africa and meet the global demand for green transportation of horticultural goods. Bidders should combine problem-driven learning, stepwise interventions, and stakeholder engagement to ensure viable and relevant reforms. Instead of separate contracts, a consortia approach is chosen to address the complexity of the logistics sector in the Horn. Technical expertise and contextual understanding specific to the region are required. Market leaders are encouraged to propose innovative solutions aligned with market demands, skills, and exploration of new working methods. The evaluation criteria in the last section of these terms of reference emphasize the expectation of swift results aligned with market demands, skills, and innovative approaches.

III. SCOPE OF WORK

This assignment will cover three works streams which are: Logistics Industry Advocacy Platform development & operationalisation, Logistics Industry Vocational Training of youth and women and Djibouti Corridor Cool Logistics development.

a. WORK STREAM 1 – LOGISTICS INDUSTRY ADVOCACY PLATFORM DEVELOPMENT AND OPERATIONALISATION

The logistics advocacy platform will identify existing interventions and investments in the logistics sector, analyse existing engagement and dialogue platforms among the logistics stakeholders, forms of engagement, frequency of engagement, their effectiveness and propose mechanisms for enhancing their efficiency and transparency.

Scope of work

- i. Prepare a short logistics industry profile defining the core components and services of the logistics value chain, the market scale, structure, and drivers. Key issues and opportunities should be identified, with a particular focus on the improving efficiency.
- ii. Propose and develop engagement platforms, forums / communities, for dialogue and solutions at national level and crucially cross border.
- iii. Propose a private sector participation strategy for engagement across the industry, including champions, initiatives centred on industry excellence, and enhancing the effectiveness of trade associations and other relevant private sector organisations representing the logistics industry.
- iv. Develop an advocacy and communication strategy that delivers genuine change and innovation.



- v. Undertake a stakeholder mapping exercise to identify the key institutions and influencers driving policy and regulation, investors, and service providers along the Djibouti Corridor.
- vi. Analyse the logistics sector advocacy landscape between Djibouti and Ethiopia with a focus on existing platforms, frameworks, and mechanisms, both formal and informal, being deployed to resolve challenges in the trade logistics sector.
- vii. Consult widely with relevant stakeholders in the trade logistics sector. Through these interactions, the Consultant will:
 - a) Gather evidence for advocacy on trade logistics-related issues.
 - b) Evaluate the capacity and skills of logistics sector cluster leads in leading advocacy.

b. WORKSTREAM 2 – LOGISTICS INDUSTRY VOCATIONAL TRAINING OF YOUTH AND WOMEN,

The objective of this component is to assist businesses, authorities in meeting the challenges of improving the efficiency of the logistics industry. By doing so, the aim is to enhance competitiveness, improve customer service, and ultimately expand trade, exports, and job opportunities.

The consultant is expected to coordinate with the US financed TVET programme being implemented by EDC (\$16 million) and the World Bank TVET programme (\$14 million). The consultant is expected to find a niche for this TMA intervention. Our limited finance requires a value for money approach that, for example, relies on these much larger interventions for analytics/market studies/training facilities using the established vocational training in Djibouti city.

SCOPE OF WORK

- i. Undertake a desk review of existing logistics sector vocational training interventions being implemented by other stakeholders such as the Educational Development Centre, Ministry of Education and identify gaps and potentials for vocational training to be implemented under these interventions.
- ii. Analyse current labour market trends and dynamics, examining firm-level staffing structures, assessing human resource practices gaps and needs in the trade and logistics industry. Based on the above assessment and analysis, develop:
 - A logistics training curriculum based on the industry needs and demands.
 - A mechanism for targeting and sourcing of women and youth to attend the training courses delivered by the Chamber of Commerce Logistics Training School
 - Work with Chamber of Commerce Logistics Training School to deliver trainings and placement of trained women and youth.
- iii. Undertake a rapid mapping and assessment of relevant education and training institutions serving the logistics industry, including on the use of digital learning – scope of assessment to be agreed at inception.
- iv. Develop a logistics industry skills development strategy and plan, with a strong market / industry focus to ensure the right match between industry needs and TVET suppliers. An emphasis should be on learning from good / promising practice of TVET design and delivery, including leveraging private sector training services.

c. WORKSTREAM 3 – DJIBOUTI CORRIDOR COOL LOGISTICS DEVELOPMENT

The objective of this component is to recommend interventions to facilitate the role of the logistics industry in development and greening of the horticulture value chain. These recommendations aim to enhance competitiveness, increase export market opportunities, and respond to market demands for expanded and environmentally sustainable logistics services in support of the crucial horticultural sector. Implementing these recommendations is essential for future growth and job creation.

SCOPE OF WORK

- i. Analyse the requirements to promote the Djibouti Corridor's modal shift towards cold chain rail transport via latest global standards in climate sensitive logistics options and TMA's green corridor strategic approach.
- ii. Carry out a Market Demand Analysis Identifying the growth of the transport of fruits, vegetables, and flowers in Ethiopia (by air and by sea), the bottlenecks of the trade between the two countries, and identify what infrastructure, equipment and systems are required to address these bottlenecks.
- iii. Conduct detailed the Djiboutian market demand for fruits, flowers, and vegetables.
- iv. Conduct a detailed Gulf and Europe market demand for fruits, flowers, and vegetables. Refer to the bilateral trade agreements indicating various measures agreed to facilitate trade and the latest food security and safety measures adhered to.
- v. Based on the common strategic vision for Ethiopia and Djibouti to re-shift fruits, vegetables and more recently flowers onto the train make recommendation for implementation of cool logistics and identify what infrastructure, equipment, vocational training needs and systems are required to address these bottle necks. These should be categorised as quick wins, medium term to longer term interventions.

IV. METHODOLOGY

The Consultants will develop and provide detailed and clear proposal on methodology and approach(es) to carry out the assignment. The consultants need to demonstrate robust and scientific approach(es) to research and data collection during the assignment, taking into consideration:

- Clear mapping of the respondents and stakeholders to be interviewed and the kind of data and information needed from each.
- Sampling approach employed must be representative and scientific considering the heterogeneity of the different strata of the various stakeholders involved (sampling frame) with the respondents.

It is expected the Consultant will use a combination of primary and secondary research techniques in this assignment including:

Primary data will be collected from the stakeholders, using questionnaires, key informant interviews (KIIs), Focus Group Discussions (FDGs) with importers both large and small, growers in Ethiopia, key players sector in public and private sector. This will include apex organisations such as Chambers of Commerce, the syndicate of fruits and vegetable importers, Transporters association, Government Agencies in the fruits and vegetables trade management and facilitation.

Secondary data will be in the form of desk review of published fruits and vegetables sector, documents such as national strategies, action plans, policies. Existing bilateral agreements, studies documents from inter-governmental organizations and Regional Economic Communities where the countries are members and any other relevant studies or existing literature.

V. DELIVERABLES

- **Inception Report after six weeks.** Final methodology, workplan and details of the key three component deliverables for the assignment based on stakeholder engagement. This will include a clear coordination approach with the much larger US and World Bank financed TVET Programmes.



DELIVERABLES FOR WORKSTREAM 1

- **Stakeholder matrix and learning platform.** Convene and facilitate logistics sector stakeholders to deliberate on sectoral challenges and opportunities on efficient operationalization of logistics.
- **Develop a framework for public-private engagement.** Establish an effective platform for dialogue for trade logistics sector between Djibouti and Ethiopia. This could include an advocacy and communication plan for engaging policymakers and logistics sector players and a monitoring mechanism for tracking implementation of recommendations.
- **Evidence based position papers on selected issues affecting the logistics sector.** Develop position papers on key issues to be submitted to the Governments of Djibouti and Ethiopia and side copied for the Horn of Africa Initiative quarterly meetings. Conduct consultative meetings and validation workshops with logistics industry stakeholders and government officials to identify issues and consensus.
- **Logistics sector PPD interventions.** Demand based business-to-business, business-to-government, and / or government-to-government interventions to support logistics sector improvements.

DELIVERABLES FOR WORK STREAM 2

- i. **Coordination** with US financed EDC TVET programme and World Bank TVET programme. Initial inception report, with value for money at its heart, is mandatory before designing a fit for purpose set of interventions under this programme.
- ii. **Analytical report** on existing interventions being implemented by other stakeholders such as the Educational Development Centre, Ministry of Education and identify gaps and proposals for vocational training to be implemented under these interventions.
- iii. **Logistics training** based on niche logistics sector industry needs and demands. To potentially include a curriculum and will include a mechanism for targeting and sourcing of women and youth to attend the training courses¹. Placement of trained youth and women in companies to apply their newly acquired skills may be considered.

DELIVERABLES FOR WORKSTREAM 3

- i. **Stakeholder matrix:** Convene and facilitate logistics sector stakeholder to deliberate on sectoral challenges and opportunities on efficient utilisation of cool logistics services on the Djibouti Corridor.
- ii. **Analytical report:** the major technical issues hindering Djibouti Corridor's modal shift towards cool logistics: infrastructure, skills, policies, regulations, processes, and procedures. Cost-benefit analysis of truck vs. rail cold chain from Ethiopia to Djibouti (costs, product quality, lease times, etc.). Process and procedure mapping for import and export of fruits of vegetables. The study should cover aspects such as possible volumes (by category) existing packaging (by category), transport (transport rail vs road).
- iii. **Roadmap and implement quick wins:** consider the utilisation of cool wagons for transportation of fruits and vegetables between Djibouti and Ethiopia by road and rail. Consider a coordination and engagement to seamlessly create linkages and efficient location and utilisation of

¹ The consultancy will deliver the training and TMA will cover the participants training costs. The training costs will include conference service packages and other costs excluding consultancy fees.

refrigerated containers between owners (importers) and users (exporters) of fruits and vegetables on the Djibouti Corridor. Consider procedures for handling of refrigerated containers. Potentially testing the wagons by road and rail as proof of concept. Technical support in implementing identified quick wins.

VI TIMEFRAME

The TA will be engaged on a contract basis for one year through TMA support.

VII BUDGET ESTIMATE

The budget estimate for the assignment is US \$700,000 inclusive of all applicable taxes. This budget will cover assessments, design, and implementation. However, the budget estimate is exclusive of logistical costs and procurement of project assets, participation of stakeholders in the validation workshops. Budget breakdown per each workstream is provided below.

Work Stream	Intervention	Budget Estimate US \$ ²
1	Logistics industry advocacy platform development and operationalisation	100,000
2	Logistics industry vocational training of youth & women,	400,000
3	Djibouti cool logistics development	200,000
TOTAL		700,000

VIII COORDINATION AND REPORTING

The assignment will be coordinated by TradeMark Africa Djibouti and Ethiopia Country Programmes and the Djibouti Chamber of Commerce in Djibouti and Ethiopia. The Consultant will report to the Country Director of TradeMark Africa Djibouti Country Programme and the Country Director of TradeMark Africa Ethiopia Country Programme.

VIII QUALIFICATIONS AND EXPERIENCE

The Consultant will demonstrate required expertise on technical skills and level of knowledge, as below.

Lead Consultant

- A graduate degree in Logistics, Public Policy, Trade Law, Economics, International Development, International Trade, Finance, Business Administration, Enterprise Management, or another relevant field.
- Significant experience in the field of logistics and trade can be considered in lieu of the qualifications mentioned. Additionally, he/she will have a minimum of 7 years of relevant experience (at least 5 years in Africa) in undertaking transport corridor diagnostics and developing logistics platforms, particularly in the Eastern Africa region.

Cool Logistics specialist:

- 7 years' experience in the cool logistics

² These budget covers assessments and implementation of proposed interventions excluding logistics, participants expenses, conference fees and travel for beneficiaries.

- b. Experience in facilitating and managing large projects with a range of stakeholder's experts in cool logistics.
- c. Environmental and Social impact assessments
- d. Familiarity of the Horn of Africa political and social fabric

Vocational Training expert:

- a) in the design of vocational capacity assessments.
- b) 7 years in developing training programmes in logistics, trade, and associated sectors
- c) Experience in leading, facilitating and managing large public / private sector training programmes.
- d) Sound understanding of delivering public and private sector training programmes with clear articulation of results.
- e) Proven experience of job matching and statistical presentation of the impact of training on jobs secured.

Private Public Dialogue Expert

- a) An advanced degree (at least a master's degree) in economics, international trade, policy analysis, business management or trade policy.
- b) Expertise in trade policy, transport policy and logistics sector development in Djibouti and the Horn of Africa region.
- c) At least ten (10) years' experience on private sector development and specifically in private sector advocacy engagements
- d) Experience in leading Public Private Dialogue reforms, at least three (3) assignments in the last five years.
- e) Experience of five years with policy reforms in the logistics sector in Djibouti and the Horn of Africa countries.
- f) Proficient in oral and written French and English.
- g) Proven experience and training in project management i.e., at least five years of evidence in project management and training/certification in project management.
- h) Strong analytical and report writing skills in both English and French.

The TA shall have the following skills.

- Demonstrated ability to analyse and clearly articulate complex issues in an understandable fashion.
- Demonstrated ability to work in a team and multicultural situations.
- Past track record of implementing projects successfully.
- Highly developed stakeholder coordination and communication skills.

TRADEMARK AFRICA
SEPTEMBER 2023



ANNEX 1: TMA'S SUPPLIER CODE OF CONDUCT

This document is shared as a separate document to the tender document.

ANNEX 2: TECHNICAL BID SUBMISSION FORM

[The Bidder shall fill in this Form in accordance with the instructions indicated No alterations to its format shall be permitted and no substitutions shall be accepted.]

Date: _____ (insert date (as day, month, and year) of Bid Submission)

To: **TradeMark Africa**
Fidelity Insurance Centre,
P O Box 313 00606,
Nairobi, Kenya

We, the undersigned, declare that:

- (a) We have examined and have no reservations to the Bidding Documents.
- (b) We offer to supply in conformity with the Bidding Documents and in accordance with the Delivery Schedules specified in the Schedule of Requirements the following Goods and Related Services [insert a brief description of the Goods and Related Services].
- (c) Our bid shall be valid for a period of **120 days**, from the date fixed for the bid submission deadline in accordance with the ITT, and it shall remain binding upon us and may be accepted at any time before the expiration of that period.
- (d) If our bid is accepted, we commit on request to obtain a performance security (if applicable) for the due performance of the Contract.
- (e) We have no conflict of interest.
- (f) We understand that this bid, together with your written acceptance thereof included in your notification of award, shall not constitute a binding contract between us, until a formal contract is prepared and executed.
- (g) We understand that you are not bound to accept the lowest evaluated bid or any other bid that you may receive.

Signed by: _____ (signature of person authorized by the Bidder to sign the bid submission form, and whose name and title are shown below)

Name: _____ (insert full name)

Title: _____ (insert official title)

Duly authorized to sign the bid for and on behalf of: _____
(insert full name of Bidder)

Dated on _____ day of _____, _____ [insert date of signing]

ANNEX 3: CURRICULUM VITAE TEMPLATE

PLEASE SUBMIT ONLY ONE (1) CV FOR EACH OF THE POSITIONS MENTIONED FOR THE PROPOSED KEY PERSONNEL AND SHORT-TERM TECHNICAL SUPPORT PERSONNEL. IF MORE THAN ONE CV IS SUBMITTED FOR THE SAME POSITION, ONLY THE FIRST CV WILL BE EVALUATED. PLEASE ALSO CLEARLY INDICATE THE POSITIONS THAT EACH OF THE SUBMITTED CVs WILL HAVE IN THIS ASSIGNMENT

Position/Role Title:	{e.g., TEAM LEADER}
Name of Expert:	{Insert full name}
Date of Birth:	{day/month/year}
Country of Citizenship/Residence	

Education: {List college/university or other specialized education, giving names of educational institutions, dates attended, degree(s)/diploma(s) obtained **attach valid copies of the certificates and testimonials**}

Employment record relevant to the assignment: {Starting with present position, list in reverse order. Please provide dates, name of employing organization, titles of positions held, types of activities performed and location of the assignment, and contact information of previous clients and employing organization(s) who can be contacted for references. Past employment that is not relevant to the assignment does not need to be included.}

Period	Employing organization and your title/position. Contact info for references	Country	Summary of activities performed relevant to the Assignment
[e.g., May 2005-present]	[e.g., Ministry of, advisor/consultant to... For references: Tel...../e-mail.....; Mr. Hebb, deputy minister]		

Membership in Professional Associations and Publications:

Language Skills (indicate only languages in which you can work ranking from 1 to 5 for speaking, writing and reading where 1 is poor and 5 is excellent):

Language	Reading	Writing	Speaking

--	--	--	--

Adequacy for the Assignment:

Detailed Tasks Assigned on Consultant's Team of Experts (<i>insert the time period</i>)	Reference to Prior Work/Assignments that Best Illustrates Capability to Handle the Assigned Tasks
{List all deliverables/tasks in which the Expert will be involved}	

Experts contact information : (e-mail..... Phone.....)

Certification:

I, the undersigned, certify that to the best of my knowledge and belief, this CV correctly describes myself, my qualifications, and my experience, and I am available to undertake the assignment in case of an award. I understand that any misstatement or misrepresentation described herein may lead to my disqualification or dismissal by the Client, and/or sanctions by the Client.

{Day/month/year}

Name of Expert

Signature

Date

{Day/month/year}

Name of authorized representative

Signature

Date

of the consultant (*the same one who signs the Proposal*)

Note:

1. Failure by the consultant to sign the CV (physically or electronically), may lead to the CV not being considered altogether.
2. Failure to submit copies of certificates and/or accreditation may lead to the CV being invalidated.



ANNEX 4 – FIRM EXPERIENCE

[Using the format below, provide information on each assignment for which your firm, and each associate for this assignment, was legally contracted either individually as a corporate entity or as one of the major companies within an association, for carrying out consulting services similar to the ones requested under this assignment.]

Assignment name:	Approx. value of the contract (in current US\$ or Euro):
Country: Location within country:	Duration of assignment (months):
Name of Client:	Total N° of staff-months of the assignment:
Address:	Approx. value of the services provided by your firm under the contract (in US\$ currency equivalent):
Start date (month/year): Completion date (month/year):	N° of professional staff-months provided by associated Consultants:
Name of associated Consultants, if any:	Name of senior professional staff of your firm involved and functions performed (indicate most significant profiles such as Project Director/Coordinator, Team Leader):
Narrative description of Project:	
Description of actual services provided by your staff within the assignment:	

ANNEX 5 – TEAM COMPOSITION

Proposed Personnel

Bidders should provide the names of suitably qualified personnel to meet the specified requirements for each of the positions listed in your technical proposal.

The data on their experience should be supplied using the Form below for each candidate.

Team Composition and Task Assignments

Professional Staff				
Name of Staff	Firm	Area of Expertise	Position Assigned	Task Assigned

Comments and Suggestions on the Terms of Reference and on Counterpart Staff and Facilities to be Provided.

C - On the Terms of Reference

[Present and justify here any modifications or improvement to the Terms of Reference you are proposing to improve performance in carrying out the assignment (such as deleting some activity you consider unnecessary, or adding another, or proposing a different phasing of the activities). Such suggestions should be concise and to the point, and incorporated in your Proposal, as applicable.]

Description of Approach, Methodology and Work Plan for Performing the Assignment

Technical approach, methodology and work plan are key components of the Technical Proposal. You are suggested to present your Technical Proposal divided into the following three chapters:

- a) Technical Approach and Methodology,
- b) Work Plan, and
- c) Organization and Staffing,

a) Technical Approach and Methodology.

In this chapter you should explain your understanding of the objectives of the assignment, approach to the services, methodology for carrying out the activities and obtaining the expected output, and the degree of detail of such output. You should highlight the problems being addressed and their importance and explain the technical approach you would adopt to address them. You should also explain the methodologies you propose to adopt and highlight the compatibility of those methodologies with the proposed approach.

b) Work Plan. In this chapter you should propose the main activities of the assignment, their content and duration, phasing and interrelations, milestones (including interim approvals by the Client), and delivery dates of the reports. The proposed work plan should be consistent with the technical approach and methodology, showing understanding of the TOR and ability to translate them into a feasible working plan. A list of the final documents, including reports, drawings, and tables to be delivered as final output, should be included here. The work plan should be consistent with the Work Schedule of Form

c) Organization and Staffing.

In this chapter you should propose the structure and composition of your team. You should list the main disciplines of the assignment, the key expert responsible, and proposed technical and support staff.

STAFFING SCHEDULE¹

N°	Name of Staff	Staff input (in the form of a bar chart) ²													Total staff-month input		
		1	2	3	4	5	6	7	8	9	10	11	12	n	Home	Field ³	Total
Foreign																	
1		[Home]															
		[Field]															
2																	
3																	
n																	
Subtotal																	
Local																	
1		[Home]															
		[Field]															
2																	
n																	

[illegible]

- 1 For Professional Staff the input should be indicated individually; for Support Staff it should be indicated by category (e.g.: draftsmen, clerical staff, etc.).
- 2 Months are counted from the start of the assignment. For each staff indicate separately staff input for home and field work.
- 3 Field work means work carried out at a place other than the Consultant's home office.

 Full time input
 Part time input

WORK SCHEDULE

[illegible]

n														

- 1 Indicate all main activities of the assignment, including delivery of reports (e.g.: inception, interim, and final reports), and other benchmarks such as Client approvals. For phased assignments indicate activities, delivery of reports, and benchmarks separately for each phase.
- 2 Duration of activities shall be indicated in the form of a bar cha

ANNEX 4: FINANCIAL BID SUBMISSION FORM

Dear Sir/Madam:

We, the undersigned, offer to provide the consulting services for [Insert title of assignment] in accordance with your Request for Proposal dated [Insert Date] and our Technical Proposal.

Our attached Financial Proposal is for the amount of _____
(indicate the corresponding amount(s) in words and figures and the currency (ies)), including all applicable taxes in line provided clauses in this tender document.

This financial bid submission/ proposal is in line with Pro-forma 1, 2, 3 and 4 of Annex 1 of this RFP tender document.

Our Financial Proposal shall be binding upon us subject to the modifications resulting from any contract negotiations, up to expiration of the validity period of the Proposal, up to a period of **120 days** after bid submission deadline date.

We understand you are not bound to accept any Proposal you receive.

We remain,

Yours Sincerely,

Authorized Signature *(In full and initials)*: _____

Name and Title of Signatory: _____

In the capacity of: _____

Address: _____

E-mail: _____

(For a joint venture, either all members shall sign or only the lead member/ consultant, in which case the power of attorney to sign on behalf of all members shall be attached)

ANNEX 5: FINANCIAL PROPOSAL PRO - FORMA TEMPLATES

Pro- forma 1

TENDER FOR: _____ *(Insert tender title)*

TENDER NUMBER: _____ *(Insert tender reference number)*

MILESTONE

PAYMENTS

PROPOSAL

The amount to be paid for the completion of the services is fixed at USD

Payment will be made either:

a) as a lump sum on completion of the services
or

b) at relevant points throughout the contract period as detailed below

CRITERIA FOR PAYMENT	AMOUNT OF PAYMENT (\$)
TOTAL	\$

Pro forma 2

TENDER FOR: _____ *(Insert tender title)*

TENDER NUMBER: _____ *(Insert tender reference number)*

PROPOSAL BREAKDOWN - PERSONNEL INPUTS AND FEE RATES

NAME	COUNTRY <i>(PLEASE SPECIFY)</i>	NO DAYS	DAILY FEE RATE (\$)	COST (\$)
Long Term*				
Short Term				
TOTAL FEES				\$

* Long Term is in excess of 4 months

Guidance on Fees and Expenses can be found in Section 2 of the contract - the General Conditions.

Pro- forma 3

TENDER FOR: _____ *(Insert tender title)*

TENDER NUMBER: _____ *(Insert tender reference number)*

PROPOSAL BREAKDOWN – PROJECT EXPENSES

Costs should be shown separately in the format set out below using separate sheets to provide full details under each heading. Fees proposed by tenderers should be inclusive of all taxes.

TRAVEL (PLEASE STATE COUNTRY OF TRAVEL)	NO.	RATE	COST (\$)
FARES International Domestic Other Travel Costs Sub Total			
			\$
DAILY LIVING COSTS (state country) *Long Term *Short Term Sub Total			
			\$
EQUIPMENT* Items Purchased/Rented (Including vehicles) Sub Total			
			\$
Any other expenses (please list) Sub Total			
			\$
TOTAL PROJECT EXPENSES: (B)			\$

*TMA will not reimburse costs for normal tools of trade (e.g., portable personal computers)

* Long Term consultants are expected to utilise rented accommodation. No per diem is payable.

*Short Term expectation is either rented accommodation or a hotel.

Pro- forma 4

TENDER FOR: _____ *(Insert tender title)*

TENDER NUMBER: _____ *(Insert tender reference number)*

PROPOSAL BREAKDOWN - SUMMARY OF PAYMENT

PROPOSED PAYMENT BREAKDOWN	AMOUNT (USD \$)
Sub-total (exclusive of taxes)	\$
Taxation amount <i>(include all applicable taxes (e.g., Value Added Tax, Withholding Tax etc) in separate rows)</i>	\$
TOTAL (inclusive of taxes)	\$

ANNEX 6: DRAFT CONTRACT TEMPLATE

CONTRACT FOR CONSULTANCY SERVICES

Section 1 – Form of Contract

CONTRACT FOR: [Insert Title here]

CONTRACT REFERENCE: [Insert Number here]

THIS CONTRACT dated [Insert date here] is made.

BETWEEN:

TradeMark Africa (“TMA”) having its principal place of business at (insert office details).

AND

[Insert Consultant Name] (“The Consultant”) having its principal office located in [Insert Contact Details].

WHEREAS:

TMA has requested the Consultant to provide certain consulting services as defined in the detailed terms of reference and scope of services attached to this Contract (hereinafter called the “Services”); the Consultant, having represented to TMA that they have the required professional skills, and personnel and technical resources, have agreed to provide the Services on the terms and conditions set forth in this Contract.

IT IS HEREBY AGREED as follows:

1. Documents

This Contract from page [Insert page no] to page [Insert page no.] shall comprise the following documents:

Section 1 Form of Contract

Section 2 General Conditions

Section 3 The Services

Section 4 Special Conditions and Key Personnel

Section 5 Fees

This Contract constitutes the entire agreement between the Parties in respect of the Consultant’s obligations and supersedes all previous communications between the Parties, other than as expressly provided for in Section 3 and/or Section 4.



2. Contract Signature

If the original Contract is not returned to - TMA duly completed, signed and dated on behalf of the Consultant within 15 days of the date of signature on behalf of TMA, TMA will be entitled, at its sole discretion, to declare this Contract void. No payment will be made to the Consultant under this Contract until a copy of the Contract, signed on behalf of the Consultant is returned to TMA.

3. Commencement and Duration of the Services

- a. The contract shall be effective on the date both parties sign, and the services shall be completed by **[Insert end date]** (End Date") or any other period as may be subsequently agreed by the parties in writing unless this Contract is terminated earlier in accordance with its terms and conditions.
- b. If the services have not commenced in accordance with clause 3a above, TMA will within not less than 30 days notify the consultant in writing, declaring the contract to be null and void, and in the event of such declaration, the consultant shall have no claim against TMA with respect thereto.

4. Financial Limit

Payments under this Contract shall not, in any circumstances, exceed **[XXX]** for fees and **[XXX]** for expenses within a total limit of **[XXX]** inclusive of all taxes applicable ("the Financial Limit").

5. Time of the Essence

Time shall be of the essence as regards the performance by the Consultant of its obligations under this Contract.

For and on behalf of TMA

Name: **JOSEPHA NDAMIRA**
 Position: **SENIOR DIRECTOR CORPORATE SERVICES**
 Signature:
 Date:

For and on behalf of the consultant

Name:
 Signature:
 Date:

CONTRACT FOR CONSULTANCY SERVICES

Section 2 – General Conditions

1. Definitions

"The Contract" means the agreement entered between TMA and the consultant, as recorded in this Contract Document signed by the parties, including all attachments and appendices thereto and all documents incorporated by reference therein.

"TMA Project Manager" means the person nominated by TMA who is responsible for the management of the Project.

"The Equipment" means any equipment, computer hardware or software, materials, goods and vehicles and associated services necessarily required for the implementation of the Services which are financed or provided by TMA for use by the Consultant.

"The Financial Limit" means the amount specified in Section 1 and which represents the maximum amount payable by TMA under this Contract.

"Fees" means the fees payable for the Services as set out in Section 5.

"The Services" means the services to be provided by the Consultant as set out in Section 3.

"The Consultant" means the natural person(s), partnership(s), or company (ies) whose bid to perform this contract has been accepted by TMA and is named as such in this contract and includes the legal successors or permitted assigns of the Consultant.

"The Consultant's Personnel" means any person instructed by the Consultant pursuant to this Contract to undertake any of the Consultant's obligations under this Contract, including the Consultant's employees, agents, and sub-contractors.

"Subcontractor" means any natural person(s), partnership(s), or company (ies), including its legal successors or permitted assigns, to whom any part of the services to be provided is subcontracted by the Consultant.

2. Interpretation

In the event of any inconsistency between the Form of Contract (Section 1), these General Conditions (Section 2) and the Special Conditions (Section 4), the Special Conditions shall prevail.

3. Project management

TMA designates the TMA Project Manager as being responsible for the coordination of activities under this Contract, for the acceptance and approval on behalf of TMA of the reports and of other deliverables produced by the Consultant, and for receiving and approving invoices for payment.

4. Obligations

- a. TMA and the Consultant each warrant that it has all the requisite corporate power and authority to enter this Contract and is fully capable of performing its obligations under this Contract on the terms provided for in this Contract.
- b. The Consultant shall perform the Services and all other obligations under this Contract with all necessary skill, diligence, efficiency, and economy to satisfy generally accepted professional standards expected from experts.

- c. The Services shall be provided at the location set out in Section 3. Notwithstanding this, the Consultant may be required to travel to other locations from time to time in carrying out the Services.

5. Indemnification

At its own expense, the Consultant shall indemnify, protect, and defend, TMA, its agents and employees, from and against all actions, claims, losses or damage arising from any act or omission by the Consultant in the performance of the services, including any violation of any legal provisions, or rights of third parties, in respect of patents, trademarks and other forms of intellectual property such as copyrights. Should the act or omission originate from TMA, then TMA will indemnify the consultant.

The Consultant hereby indemnifies TMA, its agents, and employees against any legal cost, including attorney/own client costs incurred by TMA in defending any complaints, disputes or claims lodged by any party as a result of the actions or omissions of the Consultant.

6. Consultant's Personnel

- a. The Consultant acknowledges that it and the Consultant's Personnel have no authority to create or incur any liability or obligation on behalf of TMA, including but not limited to any liability or obligation to expend or incur capital expenditure and not to recruit, employ or dismiss any member of staff employed by TMA.
- b. The Consultant shall not at any time, either personally or by an agent, directly or indirectly represent itself as being in any way connected with or interested in TMA save as being engaged to perform the Services.
- c. Save for the Services agreed and set out at Section 3, TMA is under no obligation to offer work to the Consultant and the Consultant is under no obligation to accept any work, which may be offered by TMA.
- d. No changes or substitutions may be made to members of the Consultant's Personnel identified in Section 4, if any, of this Contract without TMA's prior written consent.
- e. If TMA considers any member of the Consultant's Personnel unsuitable, the Consultant shall substitute such member as quickly as reasonably possible without direct or indirect charge to TMA with a replacement acceptable to TMA.
- f. The Consultant is responsible for all acts and omissions of the Consultant's Personnel and for the health, safety and security of such persons and their property.
- g. TMA is dedicated to gender equality and ensuring equitable and sustainable human development.

7. Fees

- a. Subject as follows, payments shall be due to the Consultant in accordance with the Fee payment schedule set out in Section 5. In the case of Fees that are payable upon the completion of milestones as may be set out in Section 4, such fees shall not become due and payable until the completion, to TMA's satisfaction, of the relevant milestone event or the delivery of the deliverables to TMA's satisfaction required for the achievement of the relevant milestone satisfactorily.
- b. Payment of the Fees shall be subject to TMA being satisfied that the Consultant is or has been carrying out its duties, obligations, and responsibilities under this Contract.
- c. If for any reason TMA is dissatisfied with performance of this Contract, an appropriate sum may be withheld from payments that would otherwise be due under this Contract. In such event TMA shall identify the particular Services with which it is dissatisfied together with the reasons for such



dissatisfaction, and payment of the amount outstanding will be made upon remedy of any unsatisfactory work or resolution of outstanding queries.

- d. Fees charged and expenses incurred shall not, in aggregate, exceed the Financial Limit without the prior written consent of TMA.
- e. No payments shall be made in respect of days not worked due to sickness or holiday or otherwise.
- f. Only the fee rates listed in Section 5 of this Contract will apply to any Services performed by the Consultant under this Contract.

8. Expenses

The Consultant shall be entitled to be reimbursed only for those expenses which have been approved and are set out in Section 5.

9. Invoicing Instructions

- a. Invoices should particularise the contract to which they relate and should be sent to the address referenced in Section 5.
- b. All invoices should contain details of the Services provided, milestones achieved, and deliverables provided to which the invoice relates. Where expenses are payable, invoices should be accompanied by proof of the expense. Any invoice not presented in accordance with the above may be rejected and in any event shall be liable to query and delay in payment.
- c. TMA may request proof of payment in respect of any item and shall be entitled to refuse to meet a claim if this cannot be provided.
- d. TMA reserves the right to audit, or to nominate a reputable accounting firm to audit the Consultant's records relating to amounts claimed under this Contract during its term and any extension, and for a period of three months thereafter.
- e. TMA reserves the right not to pay any amount due in respect of an invoice received by TMA more than 60 days after the day of the Consultant becoming entitled to invoice for the payment to which it relates.
- f. TMA will deduct all applicable taxes from the consultant's invoiced amounts as per Government of XXXX regulations. Consultants from countries with double tax agreements will be provided with withholding tax certificates. It is the consultant's responsibility to establish their tax status in the country where the Services will be delivered.

10. Payments

Subject to TMA being satisfied that the Consultant is or has been carrying out their duties, obligations, and responsibilities under this Contract, sums duly approved shall be paid within 30 days of receipt of a valid invoice.

11. Nature of relationship

TMA and the Consultant agree and intend that this relationship is one of undertaking independent services and specifically is not a relationship of employer or employee agency, joint venture, or partnership.

Nothing contained herein shall be construed as establishing a relation of master and servant or of principal and agent between TMA and the Consultant and the Consultant will be solely responsible for the tax status, tax, and any statutory contributions payable of and for the

Consultant's Personnel and for all or any of its or the Consultant's Personnel's taxes payable in respect of Fees and reimbursements received in connection with this Contract.

12. Performance Standards

The Consultant undertakes to perform the Services with the highest standards of professional and ethical competence and integrity.

13. Termination and Suspension

TMA or the Consultant may terminate the Contract by giving not less than 30 days written notice. In such cases, TMA shall be liable to make payments only for work completed and delivered, of acceptable standard.

Specifically, TMA reserves the right to terminate this Contract if the Consultant fails to perform any of its obligations or to comply with the conditions and requirements set out in this Contract.

Without prejudice to the above paragraph, TMA reserves the right to withdraw or suspend payments to the Consultant immediately under the following circumstances:

- i. The Consultant has engaged in illegal, corrupt, fraudulent, coercive, collusive or conflict of interest practices in connection with the Contract, without the Consultant having taken timely and satisfactory action to the satisfaction of TMA to address such practices when they occur.
- ii. The Consultant fails to comply with its obligations in the fields of environmental, social, or labour regulations, including sexual harassment and any form of abuse, including but not limited to failure by a supplier to take preventative measures, investigate allegations or to take corrective action against sexual exploitation or abuse incidences.
- iii. The Consultant fails to comply with its obligations under Anti-Terrorism and Organised Crime requirements of TMA.
- iv. A representation or statement made by the Consultant in or pursuant to the Contract intended to be relied upon by TMA in making the Contract, which was incorrect in any material aspect.

A full accounting of all payments made under this contract will be required prior to the conclusion of the notice period, in addition to full reimbursement of any unspent advance payments to the Consultant.

For any of the above, any unspent or inconsistently spent payments must be returned to TMA within 30 days of the termination notice.

14. Confidentiality

- a. The Consultant shall not, during the term of this Contract and within two years after its expiration or termination, disclose any proprietary or confidential information relating to the Services, this Contract or TMA's business or operations without the prior written consent of TMA.
- b. Notwithstanding the above, the consultant may furnish to its subcontractor such documents, data, and other information it receives from TMA to the extent required for the subcontractor to perform

its work under the contract, in which event the consultant shall obtain an undertaking of confidentiality similar to that imposed on the consultant under this contract.

15. Ownership of Material

- a. Any studies, reports, or other material, graphic, software or otherwise, prepared by the Consultant for TMA under the Contract shall belong to and remain the property of TMA.
- b. Where intellectual property rights in all material produced by the Consultant or the Consultant's Personnel pursuant to the performance of the Services ("the Material") are the property of the Consultant, the Consultant hereby grants to TMA a worldwide, nonexclusive, irrevocable, royalty free licence to use all the Material.
- c. "use" shall mean, without limitation, the reproduction, publication, and sub-licence of all the Material and the intellectual property rights therein, including the reproduction and sale of the Material and products incorporating the same for use by any person or for sale or other dealing anywhere in the world.

16. Bribery, Conflict of Interest, Corruption and Fraud

The Consultant shall not, and shall ensure that any person affiliated with the Consultant shall not:

- i. Participate in the selection, award or administration of a contract, grant or other benefit or transaction funded by the Contract, in which the person, members of the person's immediate family or his or her business partners, or organisations controlled by or substantially involving such person, has or have any financial interest.
- ii. Participate in transactions involving organisations or entities with which or whom that person is negotiating or has any arrangement concerning prospective employment.
- iii. Offer, give, solicit, or receive, directly or indirectly, gratuities, favours, gifts or anything else of value to influence the action of any person involved in the procurement process or contract execution.
- iv. Misrepresent or omit facts to influence the procurement process or execution of the contract.
- v. Engage in a scheme or arrangement between two or more bidders, with or without the knowledge of the Consultant designed to establish bid prices at artificial, non-competitive levels; or
- vi. Participate in any other practice that is or could be construed as an illegal, corrupt or a conflict of interest in the country of operation.

Disclosure: If the Consultant has knowledge or becomes aware of any:

- i. Actual, apparent or potential conflict between financial interests of any person affiliated with the Contract and/or TMA; or
- ii. Any of the practices listed under (i) to (vi) above,

the Consultant shall immediately disclose the same directly to Procurement Director, TMA.

TMA reserves the right to terminate this Contract if the Consultant or any person affiliated with the Consultant fails to perform any of its obligations or to comply with the conditions and requirements listed under (i) to (vi) above.

Further details can be found in the Code of Ethics under Clause 4 (Fraud and Corruption) and to report such activities, the Consultant will follow the steps provided in Clause 8 of the same document.

17. Anti-terrorism and Organised Crime

The Contract funds shall not be used to finance terrorism and other criminal activities. The Consultant shall take all appropriate measures to ensure that the Contract payments are not used for unintended purposes including but not limited to money laundering and exploitation by terrorist organisations and/or their support networks.

The Consultant shall verify to the maximum extent reasonably possible that any parties associated with the Contract shall substantially protect TMA's resources from diversion to unintended purposes including but not limited to exploitation by terrorist organisations and/or their support networks.

TMA reserves the right to terminate this Contract if the Consultant or any person affiliated with the Consultant fails to perform any of its obligations or to comply with the conditions and requirements listed under this clause.

18. Safeguarding

The Consultant shall ensure that the Contract is implemented with strict adherence to TMA's Supplier Environmental and Social Standards document that includes adherence to policies against bullying, sexual exploitation, harassment, and abuse. The Consultant shall ensure that all steps are taken to mitigate against any identified environmental, social, and safeguarding risks that may arise because of the Contract.

TMA reserves the right to terminate this Contract if the Consultant or any person affiliated with the Consultant fails to perform any of its obligations or to comply with the conditions and requirements contained in the Supplier Environmental and Social Standards document.

19. Code of Ethics

The Consultant shall comply with TMA's Code of Ethics which forms part of this Agreement as amended from time to time, which must be signed off and adopted prior to TMA making payments on the Contract.

The Consultant shall always act loyally and impartially and as a faithful advisor to TMA in accordance with the rules and/or codes of conducts governing its profession.

The Consultant shall refrain from making any public statements concerning the services without prior written approval of TMA, and from engaging in any activity which conflicts with its obligations towards TMA under this contract.

The Consultant shall not commit TMA in any way whatsoever without TMA's prior written consent, and shall, where appropriate, extend this obligation to third parties.

TMA reserves the right to terminate this Contract if the Consultant or any person affiliated with the Consultant fails to perform any of its obligations or to comply with the conditions and requirements contained in the Code of Ethics.

20. Subcontracting

The consultant shall request approval in writing from TMA for all subcontracts awarded under this contract that are not included in the contract. Subcontracting shall in no event relieve the consultant of any of its obligations, duties, responsibilities, or liability under this contract.

21. Law Governing Contract and Language

The Contract shall be governed by the laws of **XXXX** but in the event of a conflict between Rwandan laws and any other Law, then the laws of **XXXX** prevail. The language of the Contract shall be English.

22. Dispute Resolution

TMA and the Consultant agree to seek to resolve any dispute, controversy or claim arising out of or relating to this Contract or the breach, termination, or invalidity thereof, by amicable settlement. Where it is not possible to reach an amicable settlement, any dispute, controversy, or claim arising out of or relating to this Contract or the breach, termination or invalidity thereof, shall be settled by arbitration in accordance with the Arbitration Act of 1995 or any statutory modifications or re-enactment thereof for the time being in force.

Notwithstanding any adjudication or arbitration proceedings no party shall commit an anticipatory breach of contract.

23. Liability

Except where there has been misconduct, gross negligence, dishonesty, or fraud on behalf of the Consultant or the Consultant's Personnel, the Consultant's aggregate liability arising out of or in connection with this Contract shall be limited to the amount of the Financial Limit.

The Consultant shall not be liable for any failure to perform or delay in performance of any of its obligations arising out of or in connection with this Contract where such failure or delay is caused by TMA or any of TMA's agents, employees, or contractors.

24. Force Majeure

- a. The failure of the Consultant to fulfil any of its obligations under the Contract shall not be considered to be a breach of, or default under, this Contract insofar as such inability arises from an act, event, omission or accident beyond its reasonable control ("Force Majeure Event"), provided that the Consultant (i) has taken all reasonable precautions, due care and reasonable alternative measures in order to carry out the terms and conditions of this Contract, and (ii) has informed TMA as soon as possible about the occurrence of such an event and in any event not later than 14 days after the occurrence of such event.

- b. Any period within which the Consultant shall, pursuant to this Contract, complete any action or task, shall be extended for a period equal to the time during which the Consultant was unable to perform such action because of the Force Majeure Event.
- c. During the period of their inability to perform the Services because of a Force Majeure Event, the Consultant shall be reimbursed for additional costs reasonably and necessarily incurred by it during such period for the purposes of the Services and in reactivating the Services after the end of such period.

Force Majeure shall not include:

Any event which is caused by the negligence or intentional action of the consultant, or such consultant's subcontractors or agents or employees; nor Any event which a diligent party could reasonably have been expected to both: Take into account from the effective date of the contract; and avoid or overcome in the carrying out of its obligations.

25. Joint venture, consortium, or association

Unless otherwise specified in this contract, if the Consultant is a joint venture, consortium, or association, all of the parties shall be jointly and severally liable to TMA for the fulfilment of the provisions of this contract.

The composition or constitution of the joint venture, consortium or association shall not be altered without the prior written consent of TMA. Any alteration of the composition of the joint venture, consortium, or association without prior written consent of TMA shall be considered to be a breach of contract.

26. Travel

All authorized air travel must be economy class through the most direct and economical route.



CONTRACT FOR CONSULTANCY SERVICES

Section 3 – The Services

TERMS OF REFERENCE

[Insert]



CONTRACT FOR CONSULTANCY SERVICES

Section 4 – Special Conditions and Consultant’s Key Personnel

1. Special conditions

The proposal-both technical and financial-submitted for these tender forms an integral part of this contract.

2. Key Personnel

The following of the Consultant's Personnel cannot be substituted by the Consultant without TMA's prior written consent:

[Insert]

CONTRACT FOR CONSULTANCY SERVICES

Section 5 – Fees

1. Payment Schedule

Deliverable	%tage of Deliverable to be Paid (USD)	Total Contract Amount (USD)
TOTAL		

2. Invoicing instructions

After approval by the recipient, invoices should be sent to invoices@trademarkea.com. Invoices should clearly list the Contract Number (POxxxx) and the details of the Consultant's bank account to which TMA shall transfer payments.

ANNEX 7: EMAIL SUBMISSION GUIDELINES

Guidelines for Bidders for Bid Submissions via Email

1.1 Bidder Guidance for Emailed Submissions

- a) TradeMark Africa (TMA) will automatically send an email acknowledgment for all applications, bids, proposals and/or submissions received via the email addresses stipulated/specified in the bidding document. If a bidder does not receive an email acknowledgement **IMMEDIATELY** after submitting their applications, bids, proposals and/or submissions, via the email address stipulated in the bidding document, **IMMEDIATELY** contact TMA's Procurement unit using the mobile phone number, **+254 731 884 428**, to confirm whether the applications, bids, proposals and/or submissions were received.
- b) Bidders must not ignore any bounce back email received regarding rejection of an emailed application, bid, proposal and/or submission. If such an email is received, contact TMA's Procurement unit **IMMEDIATELY**.

1.2 Possible Reasons for Emailed Submission Rejection

- a) The email submission exceeded the maximum size of 5 MB.
- b) The subject line matched a known phishing subject line.
- c) The email contained a known phishing Uniform Resource Locator (URL), or the email originated from a server associated with phishing.
- d) The outbound mail server was present on a subscribed blacklist; or
- e) The email contained a virus or malware.

1.3 Remedial Action for Rejected Email Submission Prior to Tender Closing Date & Time

Prior to the tender closing date and time, if a bidder's submission is rejected, the following remedial action should be explored prior to re-submission.

- a) If the collective size of the emailed attachments **exceeds 5 MB**, the bidders should resubmit through multiple emails or may use other modes such **WeTransfer, Dropbox, or Google drive**. The bidder shall be required to clearly identify how many emails constitute the full submission.
e.g., email **1 of XX**.
- b) If the emailed submission included zipped or executable files, unzip or remove the executable files then resubmit through one or more emails (refer to point 1.3a) above if the files collectively exceed 5 MB).
- c) If the email submission is rejected because of a blacklisted domain, the bidder is required to resend the submission from a different email account from a different domain that is not blacklisted, e.g., Gmail. Please note, this should be done before the stipulated tender submission deadline; and
- d) If the email submission is rejected because of a virus/malware in the email or any of the email attachments, ensure that the virus/malware is removed/cleaned prior to resubmission.

TMA's Procurement unit shall only consider and review cases of undelivered applications, bids, proposals and/or submissions, when it is brought to our attention by the affected bidder/s prior to the tender submission deadline.

Automatic Email Acknowledgement sent from the Procurement and Framework Mailboxes

Dear Sir/Madam,

This is to acknowledge receipt of your email to TradeMark Africa's Procurement mailbox.

Your email will be reviewed, and a response will be provided at the earliest opportunity. We encourage you to visit our website www.trademarkafrica.com/procurement-faqs/ for our procurement guidelines and answers to FAQs.

If you have submitted a bid for an open procurement process, it may take several weeks before you receive any further communication from us.

*The maximum size of each email with attachments should not exceed **5 MB**.*

*Please get in touch with us via the mobile number, **+254 731 884 428**, in case you do not receive an automatic acknowledgement email immediately after submission of your bid.*

For and on behalf of:

Joe Namwaya

Head of Procurement

TradeMark Africa

Fidelity Insurance Centre, 2nd Floor, Off Waiyaki Way, Westlands

P.O. Box 313, 00606 Nairobi, Kenya

Email:

procurement@trademarkafrica.com

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