



Selection of Consultant

Request for Expressions of Interest

FOR

**CONSULTANCY SERVICES FOR CONDUCTING A COST AND MARKET STUDY ON THE ETHIO-DJIBOUTI
TRADE CORRIDOR AND ON-GOING RED SEA CRISIS, AND DEVELOPING SUSTAINABLE STRATEGIES**

FINANCED BY

Agence Française de Développement



MAY 2025

ETHIOPIA**CONSULTANCY SERVICES FOR CONDUCTING A COST AND MARKET STUDY ON THE ETHIO-DJIBOUTI TRADE CORRIDOR AND ON-GOING RED SEA CRISIS, AND DEVELOPING SUSTAINABLE STRATEGIES****Request for Expressions of Interest****1. Background**

TradeMark Africa has received a financing from Agence Française de Développement ("AFD") and intends to use part of the funds thereof for payments under the following project: **Promoting regional economic integration in the Horn of Africa through the development of the Djibouti corridor. (the "Project")**.

The Services of the consultant shall consist of **consultancy services for conducting a cost and market study on the Ethio-Djibouti trade corridor and on-going red sea crisis, and developing sustainable strategies**

2. Objectives of the Services

The objectives of the Services are:

- To provide a detailed assessment of the logistics market and costs along the Ethio-Djibouti Trade and Transport Corridor, identifying: (i) economic impact, trade volumes, growth potential, (ii) bottlenecks, inefficiencies, main shortfalls in infrastructure, and (iii) opportunities for improvement to reduce the cost and time of trade, enhance competitiveness, improve the efficiency of transport and logistics services.
- To conduct a comprehensive analysis of the impact of the on-going Red Sea crisis on the logistics sectors and to propose sustainable strategies for enhancing resilience and long-term adaptability, building on TMA's Red Sea watching brief throughout 2024.
- To quantify GHG emissions, identify sources, and potential gains by implementing the aforementioned improvements and enhancements, as well as other activities implemented under the Project.

3. Scope of the Services

The consultant(s) will carry out the following tasks:

- i. Evaluate the logistics market efficiency, demand and supply dynamics (margin, barriers to entry) along the Djibouti-Addis corridor, including the identification of major suppliers, cargo owners, and service providers and key private sector players.
- ii. Provide a detailed analysis of the logistics costs involved along the Ethio-Djibouti Corridor to assess the impact of logistics costs on trade competitiveness for Ethiopia and Djibouti.
- iii. Assess and evaluate the social, economic, legal, regulatory, policy and environmental impact of the trade logistics services
- iv. Assess compliance with regional, international logistics standards and best practice.
- v. Evaluate the effectiveness of existing trade facilitation measures, including customs procedures and border management and identify opportunities for improvement including deployment of technology
- vi. Propose actionable recommendations on ways to reduce trade cost, improve trade flow and enhance logistics business and market competitiveness by both importers and exporters
- vii. Quantify GHG emissions, identify sources along the corridor and potential gains arising from the improvements and enhancements proposed by the Consultants and from the activities implemented under the Project..
- viii. Conduct a carbon footprint analysis of the logistics and transport modes within the corridor, to inform efficiency and emission reduction forecasting, competitive factors, strategies for environmental compliance and opportunities for improved and efficient trade facilitation and infrastructure upgrade.
- ix. Propose actionable recommendations on ways to reduce trade cost, improve trade flow, and enhance logistics business and market competitiveness by both importers and exporters. This should include recommendations for environmental sustainability, low-carbon and climate-resilient trade corridors including investment in green logistics infrastructure.
- x. Explain Economic impact on trade costs and competitiveness and the disruptions in Ethiopia's supply chain because of the Red Sea crisis.
- xi. Explain the security risks in the Red Sea, their effects on trade and trade mitigation measures, and propose resilience measures in the logistics sector and dormant coping capacity
- xii. Examine feasibility of alternative ports and implication on trade costs and competitiveness on Ethiopia.

4. Place of the Services

The program will be implemented in Djibouti and Ethiopia focusing on key areas including key Ports, infrastructure, borders, major trade hubs and nodes along the Ethio-Djibouti corridor.

5. Duration and Size of the Services

The approximate budget allocated for the Services is USD 500,000 excluding taxes, and the assignment is expected to last for 10 months from date of signing the contract.

6. Application and Eligibility Criteria

TradeMark Africa hereby invites Applicants to show their interest in delivering the Services described above.

This Request for Expressions of Interest is open to:

☒ Consulting firms

☐ Individual consultants

- ☐ NGOs
- ☐ Joint Venture between NGO(s) and consulting firm(s)

Eligibility criteria to AFD financing are specified in sub-clause 1.3 of the "Procurement Guidelines for AFD-Financed Contracts in Foreign Countries", available online on AFD's website: <http://www.afd.fr>.

The Applicant shall submit only one application, either in its own name or as a member of a Joint Venture (JV). If an Applicant (including any JV member) submits or participates in more than one application, those applications shall be all rejected. However, the same Subconsultant may participate in several applications.

If the Applicant is a JV, the expression of interest shall include:

- a copy of the JV Agreement entered into 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 Subconsultants.

Experiences and qualifications of Subconsultants are not taken into account in the evaluation of the applications.

7. Evaluation Criteria for Similar Experience

Interested Applicants must provide information evidencing that they are qualified and experienced to perform those Services. For that purpose, documented evidence of recent (completed within the last 7 years) and similar services shall be submitted.

Determination of the similarity of the experiences will be based on:

A. The contracts size

- i. equal to or above USD 300,000

AND

B. The nature of the Services:

- i. Similar economic studies on transport logistics corridors
- ii. GHG emission baseline assessments on transport logistics corridors and ports
- iii. Crisis assessment studies in geo-politically sensitive area

AND

C. The Technical area of Expertise:

- iv. Market research and analysis including demand forecasting and competitor analysis
- v. Cost-benefit analysis and economic modelling and policy analysis,
- vi. Environment and climate change analysis and mainstreaming
- vii. Maritime security, conflict resolution and Peace Studies

AND

D. The Location :

- viii. English speaking developing countries outside of the country of registration of the Applicant

- ix. French speaking developing countries outside of the country of registration of the Applicant

NB: For an experience to be considered “similar” the contract must: (A) have a value of at least USD 300,000, (B) include services involving a combination of several of the aforementioned services (i, ii and iii), (C) cover one OR a combination of the aforementioned technical areas of Expertise (iv, v, vi, or vii) and (D) having been delivered in a French or an English-speaking developing country, and completed within the past 7 years (at least one similar experience in a French-Speaking country and one experience in an English speaking country are required).

8. Security

Due to the security risk in the areas where the Services are to be performed, the evaluation of Expressions of Interest will verify that the applications meet the following criteria:

- The Applicant has at least one experience providing services in an area with a similar security risk, for which it shall provide proof of implementation of security measures (invoice or contract with a security service provider, proof of security awareness training before departure on-site, etc.).
- The Applicant has set up internal security management procedures: it shall provide a description of its monitoring system and crisis management system.
- For services provided abroad, the Applicant has entered into an assistance and repatriation contract for its employees: it shall provide the certificate evidencing such contract.
- The Applicant shall describe its standard preparation process for departure on assignment in sensitive areas, and shall attach documents proving its implementation (service orders with related instructions, certificates of awareness-raising or training actions, etc.)

The Client will also take into account for the evaluation of the applications the following items:

- Skills and availability of in-house technical experts provided to the on-site experts
- Local representatives/partners

For a JV, its leader and any member that has its registered office outside the Client's country shall fulfil each of these criteria.

An application that does not meet any of these requirements will be rejected.

9. Shortlist

Among the submitted applications, TMA will shortlist a maximum of six (6) Applicants, to whom the Request for Proposals to carry out the Services shall be sent.

10. Submission and Contacts

Applicants to submit their **Expression of Interest (EOI) electronically**. All submissions must be received no later than **10 June 2025 at 10:00 AM (EAT)**.

- **Electronic submissions** should be sent to procurement@trademarkafrica.com. Electronic submissions must be in **PDF format**, must **not exceed 10MB**, and must be protected by a **password**. **The password shall be sent in a separate email, shortly after the deadline for submission.**

Interested Applicants may obtain further information at the address below during office hours.
procurement@trademarkafrica.com.

TMA will not respond to questions relating to this EOI within 7 days of the submission deadline.

**Appendix to The Request for Expressions of Interest
(To be submitted with the application, signed and unaltered)**

Statement of Integrity, Eligibility and Environmental and Social Responsibility

Reference of the bid or proposal _____ (the "Contract")

To: _____ (the "Contracting Authority")

1. We recognise and accept that Agence Française de Développement ("AFD") only finances projects of the Contracting Authority subject to its own conditions which are set out in the Financing Agreement which benefits directly or indirectly to the Contracting Authority. As a matter of consequence, no legal relationship exists between AFD and our company, our joint venture or our suppliers, contractors, subcontractors, consultants or subconsultants. The Contracting Authority retains exclusive responsibility for the preparation and implementation of the procurement process and performance of the contract. The Contracting Authority means the Purchaser, the Employer, the Client, as the case may be, for the procurement of goods, works, plants, consulting services or non-consulting services.

2. We hereby certify that neither we nor any other member of our joint venture or any of our suppliers, contractors, subcontractors, consultants or subconsultants are in any of the following situations:

2.1 Being bankrupt, wound up or ceasing our activities, having our activities administered by the courts, having entered into receivership, reorganisation or being in any analogous situation arising from any similar procedure;

2.2 Having been:

a) convicted, within the past five years by a court decision, which has the force of res judicata in the country where the Contract is implemented, of fraud, corruption or of any other offense committed during a procurement process or performance of a contract (in the event of such conviction, you may attach to this Statement of Integrity supporting information showing that this conviction is not relevant in the context of this Contract);

b) subject to an administrative sanction within the past five years by the European Union or by the competent authorities of the country where we are constituted, for fraud, corruption or for any other offense committed during a procurement process or performance of a contract (in the event of such sanction, you may attach to this Statement of Integrity supporting information showing that this sanction is not relevant in the context of this Contract);

c) convicted, within the past five years by a court decision, which has the force of res judicata, of fraud, corruption or of any other offense committed during the procurement process or performance of an AFD-financed contract;

2.3 Being listed for financial sanctions by the United Nations, the European Union and/or France for the purposes of fight-against-terrorist financing or threat to international peace and security;

2.4 Having been subject within the past five years to a contract termination fully settled against us for significant or persistent failure to comply with our contractual obligations during contract performance, unless this termination was challenged and dispute resolution is still pending or has not confirmed a full settlement against us;

2.5 Not having fulfilled our fiscal obligations regarding payments of taxes in accordance with the legal provisions of either the country where we are constituted or the Contracting Authority's country;

2.6 Being subject to an exclusion decision of the World Bank and being listed on the website <http://www.worldbank.org/debarr> (in the event of such exclusion, you may attach to this Statement of Integrity supporting information showing that this exclusion is not relevant in the context of this Contract);

2.7 Having created false documents or committed misrepresentation in documentation requested by the Contracting Authority as part of the procurement process of this Contract.

3. We hereby certify that neither we, nor any of the members of our joint venture or any of our suppliers, contractors, subcontractors, consultants or subconsultants are in any of the following situations of conflict of interest:

3.1 Being an affiliate controlled by the Contracting Authority or a shareholder controlling the Contracting Authority, unless the stemming conflict of interest has been brought to the attention of AFD and resolved to its satisfaction;

3.2 Having a business or family relationship with a Contracting Authority's staff involved in the procurement process or the supervision of the resulting Contract, unless the stemming conflict of interest has been brought to the attention of AFD and resolved to its satisfaction;

3.3 Being controlled by or controlling another bidder or consultant, or being under common control with another bidder or consultant, or receiving from or granting subsidies directly or indirectly to another bidder or consultant, having the same legal representative as another bidder or consultant, maintaining direct or indirect contacts with another bidder or consultant which allows us to have or give access to information contained in the respective applications, bids or proposals, influencing them or influencing decisions of the Contracting Authority;

3.4 Being engaged in a consulting services activity, which, by its nature, may be in conflict with the assignments that we would carry out for the Contracting Authority;

3.5 In the case of procurement of goods, works or plants:

a) Having prepared or having been associated with a consultant who prepared specifications, drawings, calculations and other documentation to be used in the procurement process of this Contract;

b) Having been recruited (or being proposed to be recruited) ourselves or any of our affiliates, to carry out works supervision or inspection for this Contract.

4. If we are a state-owned entity, and to compete in a procurement process, we certify that we have legal and financial autonomy and that we operate under commercial laws and regulations.

5. We undertake to bring to the attention of the Contracting Authority, which will inform AFD, any change in situation with regard to points 2 to 4 here above.

6. In the context of the procurement process and performance of the corresponding contract:

6.1 We have not and we will not engage in any dishonest conduct (act or omission) deliberately intended to deceive others, to intentionally conceal items, to violate or vitiate someone's consent,

to make them circumvent legal or regulatory requirements and/or to violate their internal rules in order to obtain illegitimate profit;

6.2 We have not and we will not engage in any dishonest conduct (act or omission) contrary to our legal or regulatory obligations or our internal rules in order to obtain illegitimate profit;

6.3 We have not promised, offered or given and we will not promise, offer or give, directly or indirectly to (i) any Person who holds a legislative, executive, administrative or judicial mandate within the State of the Contracting Authority regardless of whether that Person was nominated or elected, regardless of the permanent or temporary, paid or unpaid nature of the position and regardless of the hierarchical level the Person occupies, (ii) any other Person who performs a public function, including for a State institution or a State-owned company, or who provides a public service, or (iii) any other person defined as a Public Officer by the national laws of the Contracting Authority's country, an undue advantage of any kind, for himself or for another Person or entity, for such Public Officer to act or refrain from acting in his official capacity;

6.4 We have not promised, offered or given and we will not promise, offer or give, directly or indirectly to any Person who occupies an executive position in a private sector entity or works for such an entity, regardless of the nature of his/her capacity, any undue advantage of any kind, for himself or another Person or entity for such Person to perform or refrain from performing any act in breach of its legal, contractual or professional obligations;

6.5 We have not and we will not engage in any practice likely to influence the contract award process to the detriment of the Contracting Authority and, in particular, in any anti-competitive practice having for object or for effect to prevent, restrict or distort competition, namely by limiting access to the market or the free exercise of competition by other undertakings;

6.6 Neither we nor any of the members of our joint venture or any of our suppliers, contractors, subcontractors, consultants or subconsultants shall acquire or supply any equipment nor operate in any sectors under an embargo of the United Nations, the European Union or France;

6.7 We commit ourselves to comply with and ensure that all of our suppliers, contractors, subcontractors, consultants or subconsultants comply with international environmental and labour standards, consistent with laws and regulations applicable in the country of implementation of the Contract, including the fundamental conventions of the International Labour Organisation (ILO) and international environmental treaties. Moreover, we shall implement environmental and social risks mitigation measures when specified in the environmental and social commitment plan (ESCP) provided by the Contracting Authority.

7. We, as well as members of our joint venture and our suppliers, contractors, subcontractors, consultants or subconsultants authorise AFD to inspect accounts, records and other documents relating to the procurement process and performance of the contract and to have them audited by auditors appointed by AFD.

Name: _____ In the capacity of: _____

Duly empowered to sign in the name and on behalf of1: _____

Signature : _____

Dated : _____