

REQUEST FOR EXPRESSIONS OF INTEREST (CONSULTING SERVICES – FIRMS SELECTION)

Country: Ethiopia

Project: Horn Africa Initiative: Regional Economic Corridor Project

Grant No.: ET216-ET

Assignment Title: To carry out the Feasibility study, Preliminary and detailed design and preparation of bidding documents for the Inland Water Transportation on Baro River.

Reference No. ET-MOTL-459232-CS-QCBS.

The Federal Democratic Republic of Ethiopia has received financing from the World Bank toward the cost of the Horn Africa Initiative: Regional Economic Corridor Project, and intends to apply part of the proceeds for consulting services.

The consulting services (“the Services”) include the Feasibility study, Preliminary and detailed design and preparation of bidding documents for the Inland Water Transportation on Baro River. *Estimated level of effort (professional staff 7 - 10 months), implementation period 10 Months expected start date May 2025. Ensuring full consistency with the TOR referred to in this REOI.*

The detailed Terms of Reference (TOR) for the assignment can be found at the following website: www.motl.gov.et

The Horn Africa Initiative: Regional Economic Corridor Project Implementation unit under Ministry of Transport and logistic now invite eligible consulting firms (“Consultants”) to indicate their interest in providing the Services. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services. The shortlisting criteria are: consultant’s core business and years in business, qualification and experience in the field of assignment, technical and managerial capability of the firm. The Qualifications and Experience of Key Experts shall not be included in the shortlisting criteria. Key Experts will not be evaluated at the shortlisting stage.

The attention of interested Consultants is drawn to Section III, paragraphs, 3.14, 3.16, and 3.17 of the World Bank’s “Procurement Regulations for IPF Borrowers” July 2016 revised November 2017, August 2018 and Nov.2020 (“Procurement Regulations”), setting forth the World Bank’s policy on conflict of interest.

Consultants may associate with other firms to enhance their qualifications, but should indicate clearly whether the association is in the form of a joint venture and/or a sub-consultancy. In the case of a joint venture, all the partners in the joint venture shall be jointly and severally liable for the entire contract, if selected.

A Consultant will be selected in accordance with the Quality And Cost-Based Selection method set out in the Procurement Regulations.

Further information can be obtained at the address below during office hour 8:30am to 5:00 pm or 2; 30 to 11; 00 local time.

Expressions of interest must be delivered in a written form to the address below (in person) by 14 March, 2025 on or before 5:00 pm Addis Ababa time (afternoon)

Ministry of Transport and Logistic/ Horn Africa Initiative; Regional Economic Corridor Project Implementation unit

Street address: On the Way to Meskel square, to the West of Addis Ababa Stadium, Next To the BETAZATA HOSPITAL, Ground Floor Room # Horn Africa Initiative: Regional Economic Corridor Project Implementation unit.

Country: - Addis Ababa, Ethiopia

Ministry of Transport and Logistics

Horn Africa Initiative: Regional Economic Corridor Project

Terms of Reference for Inland water Transportation on Baro River

1. BACKGROUND

The Baro River, historically a key waterway, presents an opportunity to bolster economic growth, particularly in the Oromia and Gambella regions. Baro River is a passable water course accessible by land and air through the western part of Ethiopia, Gambella bordering South Sudan (figure 1). The river, a significant part of the Nile River Basin and Baro-Akobo River basin system, contributes to the Sobat River, which supplies 48% of the White Nile flow (Wood et al., 2016)¹. The river is made by the convergence of the Birber and Gebba Rivers, east of Metu within the Oromia region. From its source it flows for 306 kilometers (190 miles) to join the Pibor River (tributary of the White Nile). The upper course has a mountain character, with narrow, pebbly riverbed and impetuous current. The river has a total basin size of 21,190 Km² (8,180 sq mi) and it means annual discharge at its mouth is 241 m³/s (8,510 ft³/s); the temperature ranged from 16-21°C (Shahin, Mamdouh, 2002) Hydrology and Water Resources of Africa).

Baro River has 29256 km² catchment, upstream of its confluence with the Alwero River. Its catchment location within the larger River Nile catchment is illustrated in figure 1.

While the upper part of the Baro River catchment is mountainous and forested, in the lower part of the catchment, starting from approximately 45 km downstream of the planned TAMS dam² location, the river flows through lowland areas with meandering patterns. The Baro River right overbank area is relatively well constrained. On the contrary, the left overbank area is characterized by complex flooding patterns, also due to the vicinity of the Alwero and Adura rivers with the absence of a well-defined drainage divide, resulting in the natural water transfer (natural “diversions”) between catchments during the wet season.³

¹ Wood, A., Sutcliffe, J. P. & Dixon, A. (2016). Baro-Akobo River Basin Wetlands: Livelihoods and Sustainable Regional Land Management (Ethiopia). In *The Wetland Book*, pp. 1-8.

² Tams is a 1,700MW hydro power project planned on Baro-Akobo River/basin in Gambela, Ethiopia.

³ Mamo, Getachew E.; Motta, Davide; and Crapper, Martin, "Calibration of a Hydraulic Model for Seasonal Flooding in a Lowland River with Natural Diversions and Bathymetric Uncertainty, for Dam Downstream Impact Assessment"

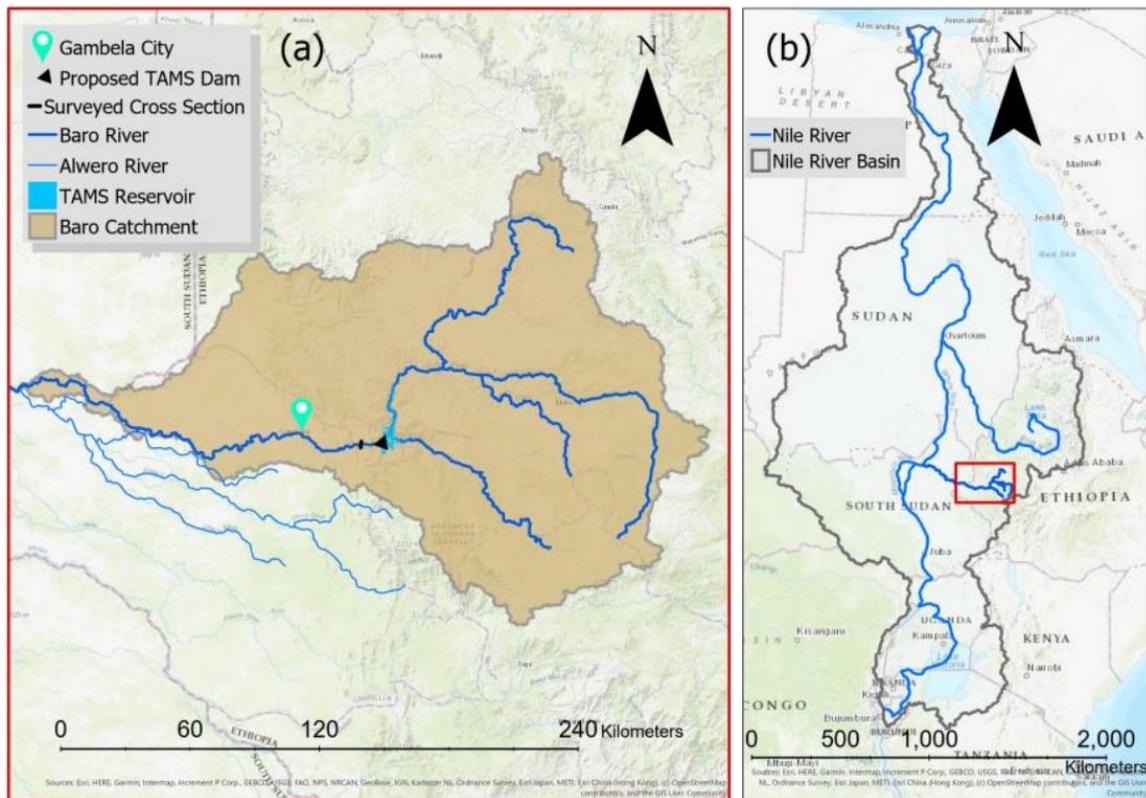


Figure 1 – Baro River catchment (left) and its location within the Nile River catchment (right).

The river is known for being one of the most navigable rivers in Ethiopia which served as a port from 1907 until 1990s when civil war in Ethiopia and Sudan forced shipping on the river to be halted. Yet, the majority communities of Gambella and round towns currently use Baro River for transport, drinking water, fishery, and small agricultural practices. The Potential of the river transport is limited to the rainy seasons which last for 9 months; from March 5 to December 5 the most rainfall in average is 8.2 inches.

Baro River at its lower course is navigable river and the Baro Akobo basin has an area of 75.912 km² covering parts of the Benishangul-Gumuz, Gambella, Oromia, and South Region. Presently, the movement of bots between Gambela & South Sudan is assessed as follows:

- one boat makes 3 trips per week between Gambela and South Sudan on average
- on average 10 boats docks at Gambela per day

- on average 5 boats leaves the dock /departure from Gambela per day
- the total voyage a boat covers to reach South Sudan from Gambella is approximate to 189.02
- nautical miles equivalent to 350.06504 kilometers. Hence, the movement of boats depends on the amount of fuel consumed by a boat depending on its size, engine type, and speed.

Furthermore, the current status of freight transporters which transport goods from hinterland to water transport/ boats/ are defined by the eight Associations/Enterprises in Baro/Matar Port. These are:

- i. Fikadu Yilma Azule Frieght Transport Association
- ii. Lul Riek Jock Freight Transportation PLC
- iii. Ojulu Aday Gnybare
- iv. Abiyot Woltaji Freight Transport Enterprise
- v. Asefa Gurmessa
- vi. Jilcha Ketema Weldetsadik
- vii. Shewaye Gebru Freight Transport Service and
- viii. Wolalem Bushra.

The Baro River supports diverse ecosystems, including wetlands and floodplains rich in biodiversity. Home to various aquatic and terrestrial species, making the region ecologically important. Seasonal flooding supports traditional agriculture, replenishing soils and sustaining livelihoods.

Historically, the Baro River has been considered for inland water transport, connecting remote areas within Ethiopia and across the border to South Sudan. The river supports subsistence and commercial farming, with crops like maize, sorghum, and millet widely cultivated. Provides fish resources for local consumption and trade. Potential for eco-tourism and cultural tourism, given its scenic landscapes and cultural heritage in the Gambela Region.

Seasonal floods can disrupt local communities and agriculture. Unsustainable land use and deforestation threaten the river to the residents' health. Altered rainfall patterns could impact water flow and availability. Lack of developed transport and water management systems restricts the rivers economic utilization.

Baro River as ‘full port’ characterized by a commercial port area, a fishing area and a passenger area. It is planned to develop infrastructures linking to the two cities to improve internal trade links and provide access to rural urban areas support the overall economy. The population of Gambella region was 422,000 and the Yubdo town was 38,858 according to the 2007 national census, hence, the growth rate of Ethiopia’s population from 2007 to 2023 is 2.9%.

As the Baro river transport connects the Country to South Sudan, it has the potential to increase the trade relation (import & export) between the two Countries which were worth of \$14 million export to South Sudan and \$6.48 thousand import to Ethiopia in 2021. The main exported products to South Sudan were sorghum (\$9.42 million), hard liquor (\$1.55 million), and other edible preparations (\$1.1 million); whereas the main import to Ethiopia were scrap iron (\$2.38 thousand) and few hundreds of household machines. (The Observatory of Economic Complexity, 2021).

In general, the Baro river transport has the potential to connect local communities with a neighboring country through a better infrastructure with standard safety. Therefore, improvement of the water transport roots and port infrastructures will highly impact the trade relationship, economy, environment, politics and social life of the Regions.

2. THE NEED FOR THE PROJECT

The Baro River navigability has made it a candidate for developing a transport corridor to connect Ethiopia with South Sudan. However,

- i. critical infrastructure supplies have not been met in terms of increasing inland water transport, tourism and fisheries use in the region in particular and the country in general.
- ii. Modern passenger transport, recreational, and fishing boats are outdated, leading to unsafe and inefficient water travel due to the increasing use of backward canoes for fishing and transportation.
- iii. The lack of safe boat facilities and passenger terminals in the region is hindering the tourism sector's ability to achieve desired results.
- iv. In addition, projects for the construction of roads connecting water units to land and other modes of transport that assist intermodal connectivity have been

shown to be less than enhancing inland water transport and delivering fisheries to those affected.

Nevertheless, Ethiopia visions to achieve middle-income status by reducing poverty, creating jobs, ensuring food security, generating foreign currency, and promoting regional economic integration, contributing to 5% of the national GDP. Accordingly, a National Blue Economy (BE) Strategy (2023-2027) has been developed as a road map to develop the country's potential to maximize the use of in-land and international waters for food security, job creation, and economic growth. The BE strategy document of Ethiopia examined different facets of the BE in operation and the strategic goals and objectives developed based on challenges and opportunities of the country.

Among the four strategic goals identified as a pillar for the national BE strategy; Goal 4 intends to accelerate the exploitation of BE sectors and industries through Innovation, Research and Development. The goals could be realized through involving launching inland water transportation services locations, increasing fish and aquaculture production, and creating jobs, mobility and generating revenue through inland water tourism among others.

Hence, the proposed project aligns with the program's objectives and key strategy interventions, including the BE strategy (2023-2028), IGAD's Blue Economy Strategy, and the African Union's Blue Economy Strategy, as well as the Ethiopia National Logistics strategy. The project also aligns with Ethiopia's 2030: The Pathway to Prosperity Ten Years Perspective Development Plan (2021-2030), focusing on river basin and irrigation resource development, empowering smallholder farmers, creating job opportunities, and empowering society through skills development and equitable participation.

Based on the above, the it is critical to develop maritime infrastructure along the Baro River to realize the BE strategy, enhance market access, improve livelihoods, and support agri-livelihoods, particularly targeting rural farmers, and facilitating trade with South Sudan. . A feasibility study is necessary to evaluate this potential initial doorway to commence the infrastructure development, addressing issues like seasonal navigability, required infrastructure, and socio-economic impacts. This ToR sets the framework for a feasibility study to assess the technical, economic, and environmental viability of this project.

3. OBJECTIVES OF THE PROJECT

The strategic objective of this project is to enhance coastal livelihoods, maritime connectivity, and contributing to the blue economy sector governance by enhancing port infrastructure, job creation in diverse sectors including tourism and recreation, fisheries and agriculture value chains, as well as regional connectivity and trade facilitation.

The primary objective of the project is to improve maritime connectivity by evaluating the viability of expanding inland water transport in order to provide a safe, secured and environmentally friendly ambiance for the transport of goods and people from Gambella city and Yubdo town (initial potential market to be served) and developing infrastructure on the Baro River.

This in turn strengthen the availability of market opportunities for farmers, supports intra-regional trade and humanitarian food programs, and boost resilience in the agricultural sector through improved logistics and connectivity.

Specifically, the project will:

- Assess the hydrological, environmental, and technical feasibility of inland water transport on the Baro River.
- Evaluate the economic viability, including demand forecasting and cost-benefit analysis.
- Assess environmental and social impacts.
- Identify potential infrastructure needs such as ports, terminals, and navigation aids as well as ports and fish landing sites in Gambella and Oromia at Baro River and development of recreational and agricultural market areas, among others
- Review good practices in integrated waterway management
- Develop business case
- Developing a comprehensive financial requirement and action plan for phased implementation.

The main objective of the project in the long term is to address challenges of inland water transport connectivity between rural and urban towns and beyond the territories of the Regions through the

construction of ports on the river Baro at Gambella and Yubdo cities. The Port infrastructures have been identified with a design solution of new port solution consisting the realization of a “full port” characterized by:

- i. Commercial Port Area;
- ii. Fishing area
- iii. Shipbuilding and repair area; and
- iv. Passenger Area

4. SCOPE OF THE WORK

The key features of the project include the following key components and activities but not limited to:

4.1 TECHNICAL ASSESSMENT

- Conduct a hydrological and hydrographic survey to determine river navigability throughout the year, market served, navigation conditions, fleet size and characteristics, etc.
- Assess the river’s current infrastructure, including existing ports, landing points, and facilities.
- Identify constraints such as seasonal variations, sedimentation, or physical obstacles.
- Propose technical solutions for navigation improvement, such as dredging or water level management.

4.2 MARKET DEMAND ANALYSIS

- IWT market segments and structure
- Conduct stakeholder consultations to identify potential users and their needs.
- Analyze current and projected transport demand for both cargo and passengers.
- Identify key commodities, trade routes, and economic activities that can benefit from inland water transport.

4.3 ECONOMIC AND FINANCIAL ANALYSIS

- Estimate the capital and operational costs of proposed interventions.

- Perform cost-benefit analysis, considering economic, environmental, and social benefits.
- Develop financial models and explore funding options, including public-private partnerships.

4.4 SAFETY, ENVIRONMENTAL AND SOCIAL IMPACT ASSESSMENT (ESIA) FOR

- Identify potential safety, environmental/waste collection and social impacts of the proposed project.
- Conduct consultations with affected communities and stakeholders.
- Propose mitigation measures and develop an Environmental and Social Management Plan (ESMP).

4.5 LEGAL AND INSTITUTIONAL FRAMEWORK

- Review existing legal and regulatory frameworks for inland water transport.
- Provide possible governance mechanism on Baro River inland transport services.
- Identify institutional roles and capacity-building needs for managing and operating the transport system.

4.6 RISK ASSESSMENT

- Identify project risks, including technical, financial, and operational risks.
- Propose risk mitigation strategies.

4.7 FINANCING PROPOSALS FOR THE IWT INFRASTRUCTURE

4.8 CAPACITY DEVELOPMENT AND REQUIREMENTS FOR SAFE NAVIGATION ON THE RIVER.

4.9 IMPLEMENTATION PLAN

- Provide a phased implementation plan for the proposed interventions.
- Develop a roadmap for short, medium, and long-term actions.

5 APPROACH AND METHODOLOGY

The methodology for the Baro River inland water transport feasibility study focuses on a systematic and data-driven approach, ensuring comprehensive analysis and alignment with stakeholder needs.

5.1 DATA COLLECTION

Objective: To establish a baseline understanding of the Baro River's hydrology, transport demand, and environmental conditions.

Approach:

Hydrology:

- Collect historical and current river flow data, including seasonal variations, depth, and discharge patterns.
- Analyze water levels, sediment transport, and flood risk based on existing hydrological studies and remote sensing data.

Transport Demand:

- Gather data on current and projected cargo and passenger movement within the region.
- Assess market needs, economic activity, and potential for multimodal transport integration.

Environmental Conditions:

- Review existing environmental studies, focusing on biodiversity, aquatic ecosystems, and water quality.
- Analyze the river's ecological sensitivity and compliance with environmental regulations.

Methodology:

- **Desk Research:** Compile data from government records, academic studies, and international reports.
- **GIS and Remote Sensing:** Utilize satellite imagery to map the river's features and surrounding land use.
- **Transport Demand Surveys:** Engage with businesses, logistics companies, and communities to quantify current and future demand.

5.2 FIELD SURVEYS

Objective: To validate secondary data and collect primary data through on-ground inspections and stakeholder interactions.

Approach:

Physical Inspections:

- Conduct surveys along key stretches of the Baro River to assess navigability, riverbank conditions, and potential bottlenecks.
- Inspect existing infrastructure, such as ports, landing sites, and access roads.

Stakeholder Consultations:

- Engage local communities, transport operators, and businesses to understand challenges and opportunities.
- Conduct focused group discussions (FGDs) to gather qualitative insights.

Methodology:

- **Hydrographic Surveys:** Use sonar or other tools to measure river depth, width, and flow velocity.
- **Infrastructure Assessment:** Evaluate the condition of existing transport facilities and identify areas for improvement.
- **Community Engagement:** Use participatory methods to ensure that the study reflects local priorities and concerns.

5.3 SCENARIO ANALYSIS

Objective: To assess the operational feasibility of inland water transport under varying conditions.

Approach:

- **Scenario Development:** Create multiple scenarios based on variables such as water levels, cargo volume, and navigation schedules.
- **Technical Feasibility:** Analyze scenarios for factors such as required channel depth, vessel capacity, and port infrastructure.
- **Economic Feasibility:** Assess costs and revenues for each scenario to determine financial viability.

Methodology:

- **Hydrological Modeling:** Use tools like HEC-RAS to simulate water flow and assess navigational challenges.
- **Transport Modeling:** Utilize logistics software to simulate cargo movement, travel times, and demand patterns.
- **Sensitivity Analysis:** Test the impact of variables such as seasonal flow variations, fuel prices, and vessel sizes on project outcomes.

5.4 STAKEHOLDER ENGAGEMENT

Objective: To ensure the study aligns with the needs and expectations of key stakeholders while fostering local ownership of the project.

Approach:

- **Community Engagement:** Regularly consult local communities to understand their concerns, preferences, and potential benefits.
- **Government Coordination:** Collaborate with relevant government agencies to ensure compliance with policies and regulations.
- **Private Sector Involvement:** Engage logistics companies, shipping operators, and investors to gauge interest and secure support.

Methodology:

- **Workshops and Seminars:** Organize meetings to share findings and gather feedback from stakeholders at different stages of the study.
- **Feedback Mechanisms:** Develop systems for collecting and incorporating stakeholder input into the feasibility study.
- **Communication Plan:** Ensure transparency and regular updates to stakeholders through reports, presentations, and consultations.

6. OUTCOME OF THE PROJECT

The major outcomes of the proposed project include:

- The primary outcome is that the communities will have a safe and secured means of inland water transport which will help to connect markets and services to the local community.
- The construction of the full port will promote the use of inland water transport which will reduce the cost of logistics and emissions.
- The community will benefit from efficient movement of goods, since moving goods on the water is the most efficient transport mode.
- Furthermore, most of all connecting the rural and urban community with a neighboring South Sudan community will create a great economic, social and political impact on the relationship of the two Regions and the Country.

The project success will be measured with the following indicators: number of constructed ports with full infrastructure, governance/administrative structure for the port facility developed and implemented to make it operational, and navigational safety standards in place. In addition, employment created, number of people and load transported/yearly, etc. could be used to measure the project performance.

7. DELIVERABLES, PAYMENT SCHEDULE AND TIME LINE

Detailed feasibility study and design plans for Baro river inland water transport infrastructure are key deliverables as detailed in table 1 below will be implemented within 10 Months, with initial feasibility and construction phases beginning immediately.

Table 1: Expected Deliverables, Preliminary Timeline and Payment Schedule

S.No	Deliverable	Due date from the Commencement Date (D)	Individual Milestone Payment	Cumulative Milestone Payments
1	Mobilization Advance Payment	D	15%	15%
2	Reconnaissance mission + Inception Report Draft including detailed work plan, refined objectives and methodology, and initial findings from desk reviews and primary data.	D +1 month		
3	Stakeholder Consultation Workshop and Final Report	D +1 month	15%	30%
4	Status quo analysis & Freight & passenger market assessment report/Draft. This includes the list in (section 4) above and diagnosis Report, analysis of existing conditions, identification of challenges and opportunities and, preliminary feasibility results.	D + 3 months	---	---
5	Stakeholder Consultation Workshop and Final Report of (section 4). This includes comprehensive feasibility assessment, detailed action plan with phased implementation strategies, and financial need for the execution of the project, as	D + 4 months	20%	50%

S.No	Deliverable	Due date from the Commencement Date (D)	Individual Milestone Payment	Cumulative Milestone Payments
	well as recommendations on policy and regulatory adjustments.			
6	Capacity Building Workshop	D + 5 months	5%	55%
7	Draft conceptual design study report	D + 7 months	---	----
8	Stakeholder Consultation Workshop and Final conceptual design study report	D + 9 Months	25%	80%
9	Project Close-out	D + 10 Months	20%	100%

The key performance indicators of the assignment for this project are all deliverables of the produced within budget, schedules, and content and quality standards as well as Interim outputs and final reports accepted by MoTL and the Financer.

8. TARGET BENEFICIARIES

The project will be implemented in the area of Baro River, Gambella city and Yubdo town within the two regional States of Gambella and Oromia. The direct beneficiaries are the communities around Gambella, Yubdo and South sudan. It is expected that more than 500,000 people are going to directly benefit from this project. The indirect beneficiaries are people within refugee camps housing around 268,000 people from South Sudan, namely Nguenyie, Pinyudo, Tierkidi, Akula, Jawi, Leitchuor and Okugo camps.

9. Required Skills

The Consultant (i.e. a consulting firm or a consortium of firms) undertaking this assignment shall demonstrate the following experience and qualifications:

1. The Consultant shall present evidence of having completed relevant assignments of at least USD 200,000 in the last ten years, both within the region and internationally.
2. The Consultant is responsible for proposing a senior and high-quality team appropriate for undertaking the assignment as envisaged in these Terms of Reference to the required standard. The team is expected to include the following key staff, who should ideally be

full-time Consultant employees. The Consultant shall justify the inclusion of the proposed staff based on these Terms of Reference.

10. KEY QUALIFICATIONS AND EXPERTISE

The project team shall comprise a number of experts with solid knowledge and expertise in inland water transport planning, design and development and service delivery with proven skills listed for properly undertaking the assignment including

- Maritime and port infrastructure development.
- Inland waterway transport expert
- Logistics/freight flow analysis/supply chain analysis
- Undertaking a nation-wide research study and report development of high standard. Agri business and fisheries management.
- Institutional governance and public-private partnerships.
- Project management
- Business management
- Environmental science
- Socioeconomic and Gender
- Maritime or Transport Law.
- Good understanding of the Ethiopia logistics and transport sector context.
- Excellent analysis and communication skills (written and oral).

THE KEY CONSULTANT TEAM'S POSITIONS AND THEIR QUALIFICATIONS AND EXPERIENCE

INCLUDE: PROJECT COORDINATOR/TEAM LEADER

- **Educational Qualification:** Master's degree in Transport Engineering, Civil Engineering, Hydrology, marine engineering or a related field.
- **Work Experience:** 10 years of experience managing projects including feasibility studies and infrastructure construction for transport projects, with a focus on inland water transport.

TRANSPORT SPECIALIST

- **Educational Qualification:** Master's or Bachelor's degree in Transport Engineering, Transport planning or Logistics.
- **Work Experience:** Minimum 8 /10 (Master/Degree) years of experience in transport planning, including inland and multimodal systems.

ECONOMIST

- **Educational Qualification:** Master's or Bachelor degree in Economics or a related discipline.
- **Work Experience:** Minimum 8 /10 (Master/Degree) years of experience in economic feasibility studies, cost-benefit analysis, and financial modeling for infrastructure projects.

LAWYER

- **Educational Qualification:** Master's or Bachelor's degree in Maritime Law or Transport Law.
- **Work Experience:** Minimum 8 /10 (Master/Degree) years of experience in legal advisory roles for transport or maritime projects.

SOCIAL (INCLUDING GENDER) AND ENVIRONMENTALIST

- **Educational Qualification:** Master's or Bachelor's degree in Environment or sociology
- **Work Experience:** Minimum 8 /10 (Master/Degree) years of experience in social, gender and environmental activities of similar nature for transport or maritime projects.

AGRIBUSINESS AND FISHERY MANAGEMENT EXPERT

- **Educational Qualification:** Master's or Bachelor's degree in Agribusiness and Fishery

Work Experience: Minimum 8 /10 (Master/Degree) years of experience in agribusiness and fishery business development and management.**Inland Waterway Transport Expert**

- **Educational Qualification:** Master's or Bachelor's degree in Engineering or Management
- **Work Experience:** Minimum 8/10 (Master/Degree) years of experience in large-scale water transport and port projects, including water transport systems design, traffic analysis, and projections for national or state governments.

Logistics/freight flow analysis/supply chain analysis

- **Educational Qualification:** Master's or Bachelor's degree in Industrial Engineering or Transport/Logistics/Supply Chain Management
- **Work Experience:** Minimum 8/10 (Master/Degree) years of experience in large-scale water transport and freight flow analysis, including water transport systems design, , and projections for national or state governments.

10. CRITERIA FOR SELECTING THE BEST OFFER

Following notification/invitation for the assignment based on, suitable consulting firms are requested to submit technical and financial proposals by the deadline stated in the request for proposal letter.

Applications of the Consultant's team/individually will be evaluated using a combination of technical and financial criteria (combined scoring approach). Having received the highest score out of the pre-determined set of criteria to the assignment, the maximum score is 100%, with 70% being technical and 30% being financial proposal. The specific evaluation process will involve the following as summarized in table 2:

- a) Screening of proposals for compliance with mandatory requirements.
- b) Technical evaluation by a committee, scoring each proposal based on the defined technical criteria.
- c) Financial evaluation, scoring each proposal based on the competitiveness of the offered price.

Criteria for Selecting the Best Offer

The shortlisting criteria will be: consultant's core business and years in business, qualification and experience in the field of assignment, technical and managerial capability of the firm.