



**Request for Expression of Interest for a pre-qualification of consultancy firms that are interested in conducting the deep-dive analysis of three high-impact regional value chains for the transformation of the Central Corridor from a Transport Corridor into a Green Economic Development Corridor (GEDC).**

**Sector: Consultancy Services**

**Project: Transformation of the Central Corridor from a Transport Corridor into a *Green Economic Development Corridor (GEDC)***

**Project Code: 500185**  
**Financial Year: 2024/2025**  
**Ref. No.: 001/01/2025**  
**Date: 14/02/2025**

## **1. Project Background**

The *Central Corridor Transit Transport Facilitation Agency* (CCTTFA) is an intergovernmental organisation established in 2006. Today, the following seven countries are Member States of CCTTFA: Burundi, DRC, Malawi, Rwanda, Tanzania, Uganda, and Zambia. The Agency is charged with the mandate of promoting the optimal utilization of the Central Corridor, encouraging the maintenance, upgrading, improvement and development of infrastructure and supporting service facilities covering ports, railways, inland waterways, roads, land border posts along the Corridor to meet the needs and requirements of all stakeholders, ensuring open competition and reducing the cost of transit transport for landlocked Member States.

A key objective of CCTTFA's 5-Year Strategic Plan (2021-2025) is to facilitate the transformation of the Central Corridor from a transit transport corridor into a **Green Economic Development Corridor (GEDC)**. The GEDC will comprise of (i) the **Corridor Backbone** (roads, railways, inland waterways, border crossings, logistics hubs, power transmission lines, ICT infrastructure) that connects (ii) the **Economic/Productive Assets** of the region: Energy generation, serviced industrial land for special economic zones/industrial parks, first-and-last-mile connectivity, skilled labour, natural resource endowments, and population centres ("corridor anchor towns") as markets for labour and consumption of products; and is brought to fruition by (iii) the **Enabling Environment** consisting of: Regulations/agreements/norms, access to finance, governance & institutions, tariffs/standards/NTBs, as well as linkages & market access for SMEs.

According to the GEDC concept that was developed in 2023 with support from GIZ, the transformation process will be based on the promotion of the **Regional Value Chains (RVCs)** with the highest transformational potential.

The GEDC transformation process, as adopted by the Central Corridor organs, will comprise of three stages:

**Stage 1 (ongoing):** Visioning and selection of transformational regional value chains (RVCs);

**Stage 2:** Deep-dive assessment of the selected transformational RVCs;

**Stage 3:** Definition and preparation/market-packaging ("bankability") of Catalytic Action Projects (CAPs) for investment leading to the development of the RVCs.

A phased Action Plan will be devised for the implementation of the corridor transformation, as well as a regional coordination mechanism.

CCTTFA has just completed GEDC consultations with key actors in the seven Member States. As a result of these consultations and based on a jointly prepared inventory of national development priorities and related value chains, the following potential RVCs have been shortlisted:

- **Agri-industry (horticulture)**
- **E-mobility (automotive, shipbuilding/waterways transportation)**
- **Iron & steel**
- **Pharmaceuticals**
- **Leather products**
- **Textile & apparel (cotton)**

Out of these six shortlisted potential RVCs, relevant actors from the Central Corridor Member States will select the three RVCs they consider to have the highest transformational potential. The selection is scheduled to take place at a workshop in Dar es Salaam, Tanzania, on 19-20 March 2025. As the next step following the selection of RVCs, CCTTFA with support from GIZ will conduct in-depth assessments of these RVCs.

In preparation of the assessment of the selected three RVCs, CCTTFA needs to identify qualified Consulting Firms interested in conducting this assessment. This is the purpose of the present invitation to submit Expressions of Interest (EoI) to CCTTFA.

## **2. Call for Expressions of Interest (EoI)**

Pre-qualification is the first stage of the tender process with the objective for CCTTFA to only invite Consulting Firms that have the required experience and expertise to submit offers during the main tender phase. The eligibility and evaluation criteria for the shortlisting/pre-qualification of interested Consulting Firms and the selection procedure leading to the establishment of a shortlist shall be in conformity with CCTTFA's Procurement Manual for Goods, Works & Services of 2022.

CCTTFA hereby invites Consulting Firms to express their interest in the following assignment, as part of a tender process subjected to international competitive bidding:

**Consultancy services for deep-dive analysis of three regional value chains (RVCs) with high transformation potential for the Central Corridor**

The EoI must contain the following information (with evidence):

- a. The Consulting Firm’s technical and managerial capabilities, core business expertise, and years of experience.
- b. Completed consulting assignments showcasing experience in conducting value chain analyses related to the six short-listed potential RVCs.
- c. Qualifications of key staff proposed to be part of the team that would carry out the assignment.

### 3. Scope of the assignment

The assignment consists of a bottom-up pre-feasibility study of the three selected RVCs located in the seven CCTTFA Member States to identify their inherent opportunities, comparative advantages, gaps, barriers/challenges and risks across the entire value chain from raw materials sourcing via the different stages of processing/value addition all the way to the final products for local and regional consumption and/or export.

Considering that each Member State has a unique set of strengths, weaknesses, opportunities, and threats, the study will assess each Member State’s readiness based on certain criteria such as business environment, skills/institutional capacity base, existing and potential level of manufacturing, energy availability, governance systems, and innovation. Among the outcomes/recommendations shall be an annotated list of potential Catalytic Anchor Projects (CAPs) that should be developed to unlock the RVCs’ potential. The assignment involves significant fieldwork and primary data collection across the seven Member States through focus group discussions, interviews with resource persons, presentations for validations purposes, as well as any other method deemed appropriate and approved by CCTTFA.

### 4. Pre-qualification eligibility and evaluation criteria

Interest expressed by a Consulting Firm does not imply any obligation on the part of the CCTTFA to include it in the pre-qualification shortlist.

Experts conducting the assignments must be in the position to do so in both English and French, considering that Burundi and DRC are Francophone.

The selection of the pre-qualified/shortlisted Consulting Firms will be based on the following criteria with corresponding weights. ***A minimum of 70% is required for shortlisting.***

<b>CRITERIA</b>	<b>WEIGHT</b>
a. Technical and managerial capabilities, core business expertise, quality assurance mechanism, and years of experience relevant for the assignment.	20
b. Completed consulting assignments showcasing experience in conducting value chain analyses related to the six short-listed potential RVCs, highlighting methodologies of implementation used and a reference to their respective relevance for the 6 shortlisted RVCs. 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.	30
c. Qualifications/expertise (CVs) of key staff proposed to be part of the team that would carry out the assignment	50

All Consulting Firms that are evaluated to have met the criteria will be included in the shortlist for this tender process and will be added to the Standing Register of Suppliers/Consultants of CCTTFA. All applicants shall be informed of the results of pre-qualification and acceptance to the Standing Register. Applicants who did not meet the pre-qualification criteria will be briefly advised of the reasons. No further correspondence shall be entered into regarding the applications. The five best pre-qualified/shortlisted Consulting Firms will be invited to bid for the assignment, based on detailed Terms of Reference/tender documents.

## 5. Submission deadline

EoIs must be received in soft copy to the email addresses below **no later than Friday, 8<sup>th</sup> March 2025, at 12:00 noon East African Time** and specifically mentioning: ***"Expression of Interest – Consultancy services for deep-dive analysis of three regional value chains with high transformation potential for the Central Corridor"***.

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Yours sincerely,



**Adv. OKANDJU OKONGE Flory**  
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