



Request for Expressions of Interest Consulting Services Appraisal and Implementation of Projects in the Health Sector

Established in 1985, the Eastern and Southern African Trade and Development Bank (**TDB**) is a multilateral, treaty-based, investment-grade development financial institution with a US\$ 7.2 billion portfolio. The Bank's mandate is to finance and foster trade, regional economic integration and sustainable development through trade finance and infrastructure projects. TDB intervenes in its twenty-two member states, in a range of sectors.

Agence Française de Développement (AFD) is an industrial and commercial establishment and a specialized financial institution under French banking law. AFD has been working for over 70 years to foster economic and social development in Southern countries and the French Overseas Communities. It executes the policy defined by the French Government.

TDB has received grant financing from AFD to support the strengthening of TDB's Health sector engagement. The technical assistance grant consists of two components, of which the first component has been launched. TDB now intends to use part of the funds for to implement the second component of the grant through the engagement of consulting services to support Appraisal and Implementation of Projects in the Health-Care Sector. The first component of the TA program was implemented in 2021 – 2022 and it entailed:

- a) the development of TDB's Health Sector Strategy;
- b) preparation of operational guidelines for evaluating and screening of prospective health sector projects; and
- c) provision of training to TDB Staff in Health Finance; and particularly, on the Health Projects screening tool and guideline.

TDB now seeks a Consultant to implement part of the second component that focuses on provision of technical assistance to undertake health projects due diligence and technical advice to TDB during project implementation. The objectives of the assignment are as follows:

- a) to assist TDB on project technical aspects by providing independent technical review of projects under appraisal;
- b) to assist TDB's in-house project teams in ensuring that any technical due diligence recommendations made by the consultant during the appraisal stage have been adopted as the project enters the implementation stage;
- c) to ensure that TDB gets value for money during construction via certification of cost certificates and loan disbursement requests; and
- d) to provide training for TDB Staff in health finance; and particularly, on the health projects screening tools, appraisal and implementation.

The TDB hereby invites Applicants to show their interest in delivering the Services described above. This Request for Expressions of Interest is open to **Consulting firms**.

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.

Interested Applicants must provide information evidencing that they are qualified and experienced to perform the above described Services. For that purpose, documented evidence of recent and similar services shall be submitted.

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

- The contracts size; EURO 250,000

The nature of the Consulting Firm experience and *capacity building* qualifications as stated below:

- a) *Must have at least ten (10) years of proven advisory experience including the performance of due diligence and technical feasibility of healthcare projects, review of loan disbursement requests submitted by banks in at least five (5) assignments;*
- b) *Proven expertise and in-depth knowledge of the health-care sector, and monitoring of bank-financed projects with successful completion of at least three (3) similar nature assignments during the last ten (10) years;*
- c) *Demonstrated experience of supervision of health sector projects for Development Finance Institutions (DFIs) or similar organizations to TDB and in TDB's Member States;*
- d) *Must have at least 8 years experience on environmental and social management systems and impact mitigation at overall level of IFC PS and other international best practices ;*

The Applicants should also demonstrate their capacity to mobilize relevant experts to undertake the assignment. The Client will also take into account for the evaluation of the applications the following items:

- a) *Have a diversified pool of experts in the technical due diligence field with particular focus on health finance.*
- b) *The consultant must demonstrate the availability of the following core team of experts;*
 - i. **Lead Project Consultant** with BSc or Master's Degree in Engineering or other relevant degree and 10 to 15-years of professional experience in appraising, managing and supervising health sector projects preferably in Africa,
 - ii. **Civil Construction Expert** with BSc or Master's Degree in Engineering or other relevant degree and at least 10 years of experience in all stages of design, installation, testing and commissioning of health sector projects in Africa,
 - iii. **Financial and Market Expert** with BSc or MA in finance or Management with extensive experience in infrastructure finance and 5 years' experience in Infrastructure finance (health, logistics, manufacturing, water, and sanitation) Sectors.
 - iv. **Environmental and Social Expert** with BA or Master's degree in Environmental or social Studies and 10-years' experience in Environmental & Social assessment and due diligence and monitoring.
- c) *Local representatives/partners;*

Statement of Integrity, Eligibility and Environmental and Social Responsibility (Appendix to the Request for Expressions of Interest) must be also submitted with the Application, duly signed and unaltered

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.

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

The Expressions of Interest must be submitted to the email address below, specifying in the subject line: " Health-Care Sector: Appraisal and Implementation of Projects Constunatcy " no later than **March 24, 2022 before 16:30 Nairobi time**.

Email: procurement@tdbgroup.org

Interested Applicants may obtain further information at the address below during office hours: wbtaprocurments@tdbgroup.org

Interested Consultants shall follow up the TDB's Website and AFD's Website <http://afd.dgmarket.com> for any supplements that may be issued on the Procurment Notice.

**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: _____

¹ In case of joint venture, insert the name of the joint venture. The person who will sign the application, bid or proposal on behalf of the applicant, bidder or consultant shall attach a power of attorney from the applicant, bidder or consultant.