



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

COUNTRY: MALAWI

NAME OF PROJECT: DIGITAL MALAWI ACCELERATION PROJECT

GRANT NO: IDA-E338-MW

ASSIGNMENT TITLE: CONSULTANCY SERVICES TO CONDUCT DATA MIGRATION FROM VARIOUS MDAS TO THE NEW DATA CENTRE AND PROVIDE MANAGED SERVICES FOR THE DATA CENTRE IN LILONGWE

REFERENCE NO.: MW-PPPC-450230-CS-CQS

The Government of Malawi (GoM) has received a grant from the International Development Association (IDA) under the Digital Malawi Acceleration Project (DMAP) to increase access to, and inclusive use of, the internet and improve the Government's capacity to deliver digitally enabled services and intends to apply part of the proceeds for consulting services.

The consulting services (“the Services”) include:

- (a) Migration of data from various Ministries, Departments and Agencies (MDAs) to its newly commissioned National Data Centre in Lilongwe aimed at providing strategic, organizational, and technical support to the government and
- (b) Provision of managed services to its newly commissioned National Data Centre in Lilongwe aimed at providing expert management, cost efficiency, enhanced security, and operational flexibility.

The provision of data migration from various MDAs to the new Data Centre will include carrying out the following tasks:

- Detailed assessments of the data currently hosted in multiple server rooms, data classification, and development of a comprehensive migration roadmap aligned with the government’s goals.
- Management of the project timeline, coordination between ministries, and compliance with regulations and standards.
- Selection of migration tools ensuring the right technologies are used.

- Identification and mitigation of security, compliance, and operational risks throughout the migration process.
- Migration of data including but not limited to user data, transactional data, and historical data.
- Implementation of data security measures and data encryption.
- Validation and testing of the migrated data.
- Documentation, training and support for end-users' post-migration.

The provision of Managed Services for the data centre will include the day-to-day management, maintenance, and optimization of a data centre's IT infrastructure to ensure the efficient, secure, and cost-effective operation of the data centre

The assignments are for a period of twelve (12) calendar months for Data Migration with an estimated level of input of 660-man days and thirty-six (36) calendar months with an estimated level of input of 3663-man days for Managed Services for Key Experts

The detailed Terms of Reference (TORs) for both assignments can be obtained at the following address <https://www.pppc.mw/procurement>; or can also be obtained upon request at the address given below.

The Public Private Partnership Commission (PPPC) now invites eligible qualifying Consulting firms ("Consultants") to indicate their interest in providing the Services. Interested Consulting Firms should provide information demonstrating that they have the required relevant experience to perform the Services. The shortlisting criteria are:

1. Data Migration from various MDAs to the National Data Centre

- a) Core business of the firm(s) and years in business; the firm should be well-versed in data centre architecture, cloud environments, and hybrid models and experience in working with different hardware, storage, and networking technologies.
- b) Relevant similar experience, which should specifically include the below:
 - The firm should have not less than 5 years' relevant experience in data migration projects, especially for data centres.
 - The firm should provide references from at least three (3) clients where the bidder provided a similar kind of work in the last five (5) years, who can attest to the quality of their services and ability to meet expectations.
- c) The firm should demonstrate having a solid team of professionals in relevant areas as indicated in the TORs. (Provide only the structure of the organization, general qualifications and experience, and number of key staff. Do not provide detailed CV of the staff. Experts will not be evaluated at the shortlisting stage.

2. Managed Services for the National Data Centre

- a) Core business of the firm(s) and years in business; the firm should demonstrate their capacity, expertise, resources, and reliability to execute the assignment with at least not less than 5 years of experience in managing data centres
- b) Relevant similar experience, which should specifically include the below:

- The firm should be able to provide references from at least three (3) clients where the bidder provided a similar kind of work in the last three (3) years, who can attest to the quality of their services and ability to meet expectations.
 - The firm must demonstrate past success in managing similar data centre operations, handling complex challenges, or delivering unique solutions in specific industries.
 - The firm should have a strong focus on data centre security, with specialists in areas such as: Network Security (e.g., firewalls, IDS/IPS systems), Data Encryption, Identity and Access Management (IAM), and Disaster Recovery and Business Continuity Planning (BCP)
- c) The firm should demonstrate having a solid team of professionals in relevant areas as indicated in the TORs. (Provide only the structure of the organization, general qualifications and experience, and number of key staff. Do not provide detailed CV of the staff. 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" dated September 2023 ("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 be liable for the entire contract, if selected.

A Consultant(s) will be selected in accordance with the Quality and Cost Based Selection (QCBS) method set out in the Procurement Regulations.

Further information can be obtained at the address below during office hours from 08:00 to 16:30 hours, local time. Detailed terms of reference (ToRs) are available on the PPPC Website, www.pppc.mw/procurement. The ToRs can also be sent to interested consultants by e-mail upon request from the e-mail address indicated below.

Expressions of interest must be delivered in a written form to the address below (in person, or by mail, or by fax, or by e-mail) by 28th February 2025.

The Chairperson,
Internal Procurement and Disposal Committee,
Public Private Partnership Commission

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