



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

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<b>COUNTRY:</b>	MALAWI
<b>NAME OF PROJECT:</b>	DIGITAL MALAWI ACCELERATION PROJECT
<b>GRANT NO:</b>	IDA-E338-MW
<b>ASSIGNMENT TITLE:</b>	PROVISION OF CONSULTANCY SERVICES TO DEVELOP COMMERCIAL TRANSACTION MANUAL
<b>REFERENCE NO.:</b>	MW-PPPC-475358-CS-QCBS

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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 the development of a Commercial Transaction Manual (CTM) for the Digital Malawi Acceleration Project (DMAP) aimed at informing the implementation of connectivity component. This will include the following:

- 1) Developing a framework expounding key principles for deployment of digital public connectivity infrastructure
- 2) Identifying at least two or more viable and sustainable commercial models for deployment of the DMAP public connectivity network infrastructure.
- 3) Developing low level network design for connectivity. The Department of e-Government, MAREN and MACRA will propose a list of connectivity sites (500 government sites and 2,000 schools and higher education institutions)
- 4) Developing procurement models and likely technology preferences for each of the priority network elements and sites, for both urban and rural areas and propose how they may be divided into lots
- 5) Prepare bidding documents in accordance with prevailing World Bank Procurement Regulations for IPF Borrowers, Fifth Edition dated September 2023
- 6) Advise the government on the competitive bidding process in accordance with World Bank’s Procurement Regulations for IPF Borrowers, First Published 2016 and Revised Fifth Edition September 2023 and international best practices

The assignment is for a period of four (4) calendar months with an estimated level of 120-man days for Key Experts.

The detailed Terms of Reference (TOR) for the assignment 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:

- a) Core business of the firm(s) and years in business; the firm should be registered/incorporated as an entity in the field of telecommunications market research and consultancy or equivalent for a minimum of seven (7) years.
- b) Relevant similar experience, which should specifically include the below:
  - The firm should demonstrate having successfully executed and completed at least three (3) assignments of similar nature, complexity and in a similar operating environment in the last five (5) years.
  - The firm should provide details of similar assignments, with name and address of the client, scope, value, and period.
- 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 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](http://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 28<sup>th</sup> February 2025.

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

2nd Floor, Livingstone Towers

Glyn Jones Road

P.O. Box 937

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**MALAWI**

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