



REQUEST FOR EXPRESSIONS OF INTEREST (EOI) FOR THE EAC INVESTMENT GUIDE

1. Background

The East African Community (EAC) is a regional organization mandated by the Governments of the Republic of Kenya, Republic of Rwanda, Republic of Burundi, Republic of Uganda, Republic of South Sudan and the United Republic of Tanzania to spearhead the East African economic, social and political integration agenda. The key building blocks towards economic, social and political integration of the East African Community as clearly articulated in the Treaty for the Establishment of the East African Community include the Customs Union, Common Market, Monetary Union and ultimately the Political Federation”.

The Vision of the EAC is “*to create a prosperous, competitive, secure and politically united East Africa*”. The EAC entered a fully-fledged Customs Union on 1st January 2010, while the EAC Common Market was adopted in July 2010. The Common Market will gradually establish East Africa as a single, bigger, more attractive investment and tourist destination, and will facilitate free movement of persons and labor, guarantee rights of establishment and residence, and promote free movement of services and capital.

Article 5(1) of the EAC Treaty focuses on developing policies and programmes aimed at widening and deepening cooperation among the Partner States in economic, social, political and cultural fields among others. Pursuant to this, Partner States have committed themselves to, plan and direct their policies and resources with a view of creating conditions favorable for the development and achievements of the objectives of the Community as per Article 8(1) (a).

Promoting investments is a key factor for economic growth in any economy. Investments are expected to create employments, human resource development through skills transfer, transfer of technology hence increase in productivity, enhance

domestic revenues and improve economic status of those benefitting from the business venture among other benefits.

All of the six EAC Partner States are committed to attracting investments and have realized the potential for investment growth given the untapped investment opportunities. At the Partner States level and regional level, they have undertaken policy measures and infrastructure improvements to create a conducive environment for business for investors. However, investor information on where these prospects are and how they can be explored is limited and sometime not updated. Currently, investment growth varies from country to country thereby minimizing the collective goal of enhancing economic development for the entire Community.

In view of the above, there is need for a focused regional promotion agenda to leverage the region as a single investment destination for competition for investors from Africa and the world as a key ingredient for enhancing economic growth of the region. The Secretariat therefore, intends to develop an EAC Investment Guide for promoting the region as a single investment destination.

2. Objective of the EAC INVESTMENT GUIDE

- The Overall objective of the Investment Guide is to provide local and international investors with information on investment opportunities and policies guiding investment in the region and specifically, to provide information on general measures for regulating investments for investors optimal decision making.

The EAC Secretariat is therefore seeking to recruit a consulting firm to develop an EAC Investment Guide.

3. The Consulting firm tasks:-

In undertaking the assignment, the consultancy firm should:-

- i) Provide an overview of economic performance of all the EAC Partner States against the backdrop of the continental/global performance;

- ii) Provide a concrete background on EAC economic and Investment climate(including trends on Investments in the EAC region over the period 2012-2017);
- iii) Provide an overview of existing and emerging regional Investment Policy, Regulatory and institutional framework;
- iv) Highlight the general measures for regulating Investment in each of the EAC Partner States;
- v) Highlight the Investment procedures and standard incentives for investors in the region;
- vi) Highlight the achievements of EAC and the reasons for investing in the region;
- vii) Carryout comprehensive consultations with the Investment Promotion Agencies and other stakeholders in the EAC region to collect information and data onthe existing and emerging investment opportunities in each of the Partner States;
- viii) Develop comprehensive potential regional project and sector profiles consistent with the available investment opportunities within the EAC Partner States; and
- ix) Produce the EAC Investment Guide.

4. **Methodology and Work Plan**

- i) The Consultancy firm will be expected to propose a suitable **Methodology** and**Work Plan**for executing the task.
- ii) The Methodology and **Work Plan**will be discussed and agreed between the firm and EAC's counterpart team.

5. **Duration of the Assignment**

The duration of the Assignment shall not exceed 60 man days spread over a period of 3 months from the date of commissioning of the Assignment.

6. Qualifications&Experience

The Consultant shall possess the following qualifications:-

- i) An advanced Degree in Finance, Statistics, Business, Economics, Law or a related field from a recognised University/ Institution;
- ii) Significant knowledge and understanding of EAC regional integration, trade and investment issues and investment climate in the EAC;
- iii) Demonstrated skills and good experience in research, business, computer applications and communications skills ;
- iv) Highly developed analytical skills with ability to produce high quality analytical reports and policy papers;
- v) Minimum of 5 years consultancy experience implementing similar or related assignments within EAC;
- vi) Demonstrated ability to work with stakeholders from diverse background on complex issues of national and regional importance; and
- vii) Must be available throughout the assignment period and ability to work under pressure and on strict deadlines.

7. Expression of Interest

Interested Firms may Express their Interest by providing the following information in the EOI:-

1. **Corporate profiles:**Legal status of the firm, registration details, business details, Tax Identification references, Tax Compliance certificate, whether they have been involved in any Commercial Conviction, Curriculum Vitae(for technical key personnel) of the lead firm and associates, general experience information over the last 5 years (including experience in East Africa), the firm's history and overall personnel structure and capabilities;
2. **Financial information:** audited accounts for the last 3 years, current assets and liabilities;
3. **Experience:** General experience in the last 5 years and specific experience in the field of the assignment over the last 5 years provide a detailed list of similar consultancies previously done in the past five (5) years; provide evidence of at least (3) previous contracts / orders of similar assignments and
4. **Key Personnel:** brief descriptions of at least three consultants' key personnel showing their qualifications and experience.

Interested consultancy firms may obtain further information at the address below during office hours 08:00hrs – 16:00hrs (East African Time). No liability will be accepted for loss or late delivery and late submissions will be rejected.

Expressions of interest must be delivered to the address below by **22ndOctober, 2018 at 11:00hrs** labelled “**Expression of Interest for the (Consultancy No) and (Description)**”.

Attn: Secretary, Procurement Committee
East African Community (EAC) Headquarters,
AfrikaMashariki Rd. / EAC Close,
P. O. Box 1096, Arusha, Tanzania
Tel: +255-27-2162100
Facsimile (fax): +255-27-2162199
E-mail: eacprocurement@eachq.org

For more information or clarification, please contact us on the address above or through e-mail: eacprocurement@eachq.org and eac@eachq.org. E-mail submissions will be accepted.

Any changes or modifications will be communicated on the EAC Website: www.eac.int.