



## REQUEST FOR EXPRESSIONS OF INTEREST (EOI) FOR THE DEVELOPMENT OF THE EAC PRIVATE SECTOR DEVELOPMENT STRATEGY (PSDS)

### **1. Background**

The East African Community (EAC) is a regional intergovernmental organization mandated by the Governments of the Republic of Burundi, Republic of Kenya, Republic of Rwanda, Republic of South Sudan, the United Republic of Tanzania and the Republic of Uganda to spearhead the East African economic, social and political integration agenda. The key pillars towards achievement of economic, social and political integration of the East African Community as clearly stated 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 treaty for the establishment of the East African Community emphasizes a people centred, market driven and private sector led integration process for accelerating regional growth, creating wealth and reducing poverty. The role of the private sector is therefore anchored at all levels as a vehicle for the development of the economies of the EAC Partner States.

In the current Treaty (1999) it is widely acknowledged that one of the major shortcomings of the former EAC was that it did not give sufficient space for the private sector to influence developments in the region's economic integration process. The crafters of the Treaty as a result of that experience places private sector development high on its agenda in the Treaty. The agreement signed by the Partner States aims at fostering regional development that is private sector driven, internationally competitive and people-centred in utilizing the region's resources.

ARTICLE 127 of the Treaty provides for Partner States to undertake measures to improve the business environment through the promotion of conducive investment codes, the protection of property rights and other rights and the proper regulation of the private sector, strengthen the role of their national business organizations or associations in the formulation of their economic policies and Article 128 of the Treaty provides that the Partner States shall endeavour to adopt programmes that would strengthen and promote the role of the private sector as an effective force for the development of their respective economies.

It is in that respect that the EAC aims to develop an EAC Private Sector Development Strategy (PSDS) in line with the Treaty aspirations. Further, the current PSDS didn't take into

account all the EAC Partner States and thus the need to develop a private sector development strategy to reflect the deepening and the widening of integration which has been witnessed in recent years and in line with the 5<sup>th</sup> EAC Development Strategy.

The PSDS will also aim to provide the necessary space and conditions for the private sector to effectively play the leading role as envisaged in the Treaty.

## **2. Objectives**

The broad objective of the PSDS is to create harmonized and conducive business environment for the private sector to fully participate, contribute and take advantage of the integration benefits through a market-driven process.

The specific objectives are to:-

- i) Increase space of the private sector in the development of the regional economy;
- ii) Promote Public-Private sector dialogue at National and Regional level;
- iii) Establish mechanism to strengthen and promote private sector competitiveness by focusing on areas of comparative advantage and develop competitive advantage over time;
- iv) Act as a catalyst for investment /business promotion in the region;
- v) Boost the EAC Private Sector Fund;
- vi) Ensure continuous harmonization of business laws and regulations to remove market distortions;
- vii) Stimulate market development through infrastructural linkages for the creation of easy access to social and economic benefits by all;
- viii) Prioritize and address the needs of the private sector on a national and regional level;
- ix) Strengthen the role of private sector organizations in the formulation of economic policies, information exchange and sharing of experiences;
- x) Capacity Building programmes for the institutions implementing private sector activities including the Secretariat; and
- xi) Promote joint ventures that encourage cross-border trade and investment among the Partner States;

In line with the above objectives, the EAC Secretariat intends to develop the EAC Private Sector Development Strategy and is therefore seeking to recruit a consulting firm that will carry out the assignment as per the terms of reference.

## **3. The Scope of the assignment:-**

The overall task of the consulting firm is to develop the EAC Private Sector Development Strategy.

In undertaking the assignment, the firm should:-

- i) Review and evaluate the extent to which the recommendations of the report of the 1st EAC Private Sector Development Strategy (PSD) have achieved their stated objectives and draw lessons learnt;

- ii) Review all the relevant national and regional development blue prints including Private Sector Development policies/strategies for enriching a regional Private Sector Development Strategy to be formulated;
- iii) Conduct a needs assessment for private sector in the region while meeting the above stated objectives and propose appropriate policy interventions to the Secretariat in terms of, but not limited to the following:
  - a) Legislation and regulation;
  - b) Institutional reforms;
  - c) Policy reforms;
  - d) Business environment;
  - e) Financing aspects for private sector;
  - f) Gender-based issues; and
  - g) Natural environment.
- iv) Based on TORs (i-iii), propose an appropriate EAC PSD Strategy;
- v) Develop the Strategy implementation plan (including resource implications) as well as its logical framework; and
- vi) Propose an in-built Monitoring & Evaluation mechanism.

#### 4. **Methodology and Work Plan**

- i) The Consulting 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 upon between the firm and EAC Secretariat.

#### 5. **Duration of the Assignment**

The duration of the Assignment shall not exceed 90 man days spread over a period of 6 months from the date of commissioning of the Assignment.

#### 6. **Qualifications & Experience**

The Consultancy firm should have three Categories of Staff, that is: the Lead consultant; private sector specialist; and regional integration specialist and 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, International trade issues and benchmarks, trade logistics and investment climate in the EAC;
- iii) Demonstrated skills and good experience in research, business, computer applications and communication;
- iv) Highly developed analytical skills with ability to produce high quality analytical reports and policy papers;

- v) Proven track-record on similar assignments, preferably on private sector development within East Africa;
- vi) Demonstrated ability to work with stakeholders from diverse background on complex issue of national and regional importance;
- vii) Due to the nature of this intended study, firms that demonstrate multi-country (EAC) representation in their consulting team will have an added advantage; and
- viii) Must be available throughout the assignment period and ability to work under pressure and in 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 (EOI) must be delivered to the address below by **22<sup>nd</sup> October, 2018 at 11:00hrs** labelled “**Expression of Interest for the .....**”.

**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](mailto:eacprocurement@eachq.org)

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

Any changes or modifications will be communicated on the EAC Website: [www.eac.int](http://www.eac.int).