

**Request for Expression of Interest
(Consulting Services – Individual Selection)
Consulting Service for Market Analyst – Local Expert**

Country: Ethiopia

Project: Ethiopia Digital Foundations Project

Project ID: P171034

Credit No. IDA - 68560

Assignment Title: Market Analyst - Local Experts

Reference No.: MINT/DE/IC/C-21-4/21

The Federal Democratic Republic of Ethiopia, Ministry of Finance (MoF), has received financing from the World Bank toward the cost of the Ethiopia Digital Foundation Project (“Digital Foundations”). The Ethiopian Communications Authority (ECA) is one of the beneficiaries of the project and intends to apply part of the proceeds for selecting of individual consultants.

ECA as part of the project is looking for a team of Individual Consultants (up to four) to provide technical assistance in support of the telecom reform process. Experienced individual consultants who have exposure in market analysis and in conducting a Market Review and making a determination of Significant Market Power (SMP) in the provision of telecommunication network infrastructure and the operation of telecommunication services in Ethiopia are invited to express their interest for the assignment. This is in line with the Communications Services Proclamation No. 1148/2019, which gives ECA the power to conduct a determination of which licensed operators are exercising SMP in particular parts of the telecommunications market. The service required under this assignment include market research and analysis; legal advice and technical support. The four individual consultants shall comprise of:

- An international expert with expertise in telecom law and regulation;
- An international expert with expertise in the economics of telecommunications;
- A local expert with expertise in Ethiopian law on competition;
- A local expert with expertise in market analysis;

MinT on behalf of ECA now invites eligible Individual Consultants to indicate their interest in providing the Services. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the services for 30-40 days over duration of up to three months contract. The shortlisting criteria include the following;

- Direct work experience in the analysis of telecommunications and/or related markets; A minimum of 5 years of professional experience on issues pertaining to the analysis of telecom markets;
- Experience with the practice of analysis of telecommunications regulation, particularly regarding market dominance;
- Knowledge of recent spectrum licensing processes, especially in Africa;
- Some knowledge of the Ethiopian telecommunications market and its history;
- Experience working in developing countries, preferably in Africa, ideally in Ethiopia itself

- Ability to describe complex knowledge in succinct language and simple terms
- A degree in a relevant discipline
- Experience in drafting a market review report and conducting the assessment of market power, dominance, assessing market power, market shares, entry barriers, and other factors would be a plus

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" July 2016 ("Procurement Regulations"), setting forth the World Bank's policy on conflict of interest. A Consultant will be selected in accordance with the Selection of Individual Consultant (Section V) method set out in the Procurement Regulations.

Expressions of interest (CV, Cover letter and documentary evidence for fulfilling the qualifications) must be delivered in a written form to the address below in person, or by mail, or by fax, on or before August 25th, 2021, but preferably by email. Further information can be obtained, by email at the below address during office hours from 8:30 AM to 5:30 PM Addis Ababa time.

Please visit <https://dfp.gov.et/tender> for TOR & EOI

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