

Request for Expression of Interest (Consulting Services – Firm Selection)

Country: Ethiopia

Project: Ethiopia Digital Foundations Project

Project ID: P171034

Credit No. IDA - 68560

Assignment Title: Selection of a Consulting Firm that provides an Advisory Services on Analysis of Wholesale and Retail Tariffs, Potential Application of Price Caps and Establishment of a Market Analysis Unit

Reference No.: MINT/DE/QCBS/C-21-1/21

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 consulting services.

The consulting services (“the Services”) are expected to provide an advisory service on Analysis of Wholesale and Retail Tariffs, Potential Application of Price Caps and Establishment of a Market Analysis Unit for the Ethiopian Communications Authority (ECA).

The Ministry of Innovation and Technology/Ethiopian Digital Foundation Project now invites eligible consulting firms (“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. The shortlisting criteria are: Core Business and Years in Business, Experience in the Specific Assignment specifically in telecom markets and the analysis of telecom indicators, benchmark studies on telecom pricing, development of cost models for retail and wholesale telecom services as well as Technical and Managerial Capability.

SCOPE OF SERVICES INCLUDES:

The service required under this assignment include market research and analysis, specifically on pricing; technical and advisory services, including training, and analysis of the level of competition within the telecom market, and proposed remedies.

1. Market Analysis of Prices, Benchmarking, and Cost Modeling for Wholesale Mobile and Fixed Termination
2. Advisory Services on Price Caps for Wholesale National and International Capacity Over Fiber Optic Cables
3. Advisory on Price Caps for Wholesale Access to Masts And Towers
4. Advisory on Price Caps for Access to Wholesale National Roaming Services
5. Assisting ECA in the Establishment of a Market Analysis and Indicators Unit

The attention of interested Consultants is drawn to paragraphs 3.14 to 3.17 of the World Bank’s *Procurement Regulations for IPF Borrowers: Procurement in Investment Project Financing, Goods, Works, Non-Consulting and Consulting Services dated July 2016, Revised November 2017 and August 2018* “Procurement Regulations”, setting forth the World Bank’s policy on conflict of interest.

Consultants may associate with other firms in the form of a joint venture or a sub consultancy to enhance their qualifications.

A consultant will be selected in accordance with the **Quality and Cost Based Selection method** set out in the Consultant Guidelines of the World Bank's Procurement Regulations for IPF Borrowers dated July 2016, Revised November 2017 and August 2018 ("Procurement Regulation"), setting forth the World Bank's policy on conflict of interest.

Interested Consulting Firms may obtain further information and the TOR of the consultancy assignment at the address below from 8:30AM-12:30AM and 1:30- 5:00 PM local time from Monday to Friday before the deadline date and time.

Expressions of interest must be delivered in person or through email to the address below on or before **September 24, 2020, 2:00 PM**.

Address:

Federal Democratic Republic of Ethiopia,
Ministry of Innovation and Technology (MInT)

Attn: Focal Person, Project Implementation Unit (PIU)

Address: Arada Subcity, off Churchill Road, behind Lycée Guebre-Mariam, ,

E-mail: digital.foundation@mint.gov.et, or mesfin.belachew@mint.gov.et, or
zelalem.tadesse@mint.gov.et

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