



جمهوری اسلامی افغانستان  
د اقتصاد وزارت

Deputy Ministry of Policy and Technical Affairs  
Eshteghal Zaiee- Karmondena project (EZ-Kar)



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

**Country:** Government of Islamic Republic of Afghanistan  
**Project:** Eshteghal Zaiee – Karmondena Project (EZ-Kar)  
**Project ID:** P166127  
**Grant No:** IDA Grant D416-AF and ARTF Grant TF-A9092-AF  
**Reference No.** AF-EZ-KAR MOEC-PIU-181256-CS-CQS  
**Contract Duration:** (20 Months)  
**Date of Issuance:** Sep 03, 2020  
**Date of Closing:** Sep 16, 2020

**Assignment Title:** Identification and Prioritization of National Level Government to Business (G2B) Services Regulatory Reforms

### 1. Background

Substantial improvements in development outcomes have been observed in Afghanistan since 2001, particularly in expanded access to water, sanitation and electricity, and improved outcomes in education and health. Moreover, following the economic shock of the withdrawal of international troops, the associated decline in aid and deterioration in security, the Afghan economy has regained momentum as reforms have been implemented and confidence restored. However, some gains are now being eroded and risks are arising from the prospects of political instability around the 2018-2019 elections. Business confidence is declining, and economic activity is slowing. Civilian casualties remain at unprecedented levels in 2017 (10,451 killed or wounded) and 2018 (8,050 in the first 9 months). Some areas of the country remain difficult to access because of insecurity.

Real Gross Domestic Product (GDP) growth, after accelerating to 2.7 percent in 2017 from a low of 1.5 percent in 2015, is projected to moderate to 2.4 percent in 2018 amid growing political and security concerns around the parliamentary and presidential elections. The poverty rate in Afghanistan has increased significantly: from 38 percent in 2011/12 to 55 percent in 2016/17. It is expected to remain high in the medium-term, driven by weak labor demand (despite an increasing labor force) and security-related constraints on service delivery. Despite these, stronger growth is predicated on improvements in security,

political stability, steady progress with reform, and sustained aid.

Apart from these issues, Afghanistan is highly vulnerable to climate change, and internally displaced persons (IDPs), returnees, and their host communities may be particularly vulnerable to such changes. They may not be able to effectively cope with the shocks of climate change when they have limited livelihood options and their access to basic social services and safety-nets are constrained. About half of the returnees have settled in urban areas which has put enormous pressure on Afghanistan's inundated service delivery systems, as well as on the economic and physical infrastructure of the communities that host these groups. About two-thirds of the Afghan population has no access to the electricity grid. The poor market infrastructure constrains the enabling environment, essential for job creation and economic wellbeing, particularly among the urban population. Afghanistan faces many stresses that impact food, water and energy security, including those linked to its arid/semi-arid climate and vulnerability to droughts and floods. In the past 30 years, the country has ranked 24<sup>th</sup> globally for climate risk, 15<sup>th</sup> for weather-related disasters, and 8<sup>th</sup> of 170 countries for its vulnerability to climate change in the next 30 years. Women and children will be more exposed, as they tend to have less control over resources and decisions.

The local economy requires reliable infrastructure to connect supply chains and move goods efficiently. The rapidly widening infrastructure deficit has led to a decline in the number of new businesses established in 2016 compared to 2012/13. Reported infrastructure deficits constraining business activities include road congestion, insufficient power, and urban flooding. As a result, Afghan cities need to invest in infrastructure and utility extensions that encourage economic growth either through the expansion of existing industrial areas, creating new ones, or providing infrastructure improvements to assist in business retention and expansion.

## **2. Objectives:**

The project's development objective is to strengthen the enabling environment for economic opportunities in cities where there is a high influx of displaced people. This will be pursued by increasing the returnees' access to civil documents, providing short-term employment opportunities, improving market enabling infrastructure, and supporting investor-friendly regulatory reforms.

The Project targets Afghan refugees living in Pakistan and in 13 provincial capital cities with the highest influx of the recent returnees. The cities include: Kabul, Jalalabad, Kandahar, Herat, Puli Khumri, Maimana, Ferozkoh, Khost, Asadabad, Kunduz, Mehtarlam, Taloqan and Parun.

- 3. Scope of Work:** For acquiring information on the scope of the services, you can access the draft ToR under the above-mentioned assignment title and reference number from the NPA website: [www.ageops.net](http://www.ageops.net). or send an email to [jahed.ed@ezkar.gov.af](mailto:jahed.ed@ezkar.gov.af) copy to [ar.tamana@ezkar.gov.af](mailto:ar.tamana@ezkar.gov.af) and [procurement@ezkar.gov.af](mailto:procurement@ezkar.gov.af)

**Eshteghal Zaiee- Karmondena project** of Ministry of Economy (MoEc) 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.

#### 4. Qualification Requirements/Short listing Criteria:

The short-listing criteria are:

- a) The Consultant should be a registered legal entity and should have been in business for the last 5 years in providing Consultancy Services. (The consultant is required to provide the Copy Certificate of Incorporation issued by relevant authority in country of establishment).
- b) The Consultant shall demonstrate having sound financial standing by submitting audited financial reports or any other credible financial documents for the last three years (2016, 2017 and 2018) where the consultant's turnover for any of the last three shall be at least **USD 298,600 (Two Hundred Ninety-Eight Thousand and Six Hundred US Dollars)**.
- c) The consultant shall provide proven experience for a minimum of one contract with the value of **USD 238,900 (Two Hundred Thirty-Eight Thousand and Nine Hundred US Dollars) or more** having executed during last 5 years of similar nature indicating the duration, value and years of performance, which should showcase the expertise/ strength of the consultant for undertaking such assignments.
- d) Consultant having some regional experience is desirable.

#### Guidance Note for JV and Sub-Consultants:

The requirements for Consultants who intends to associate with other firm(s) in the form of a Joint Venture (JV) or a sub-consultancy to enhance their qualifications are indicated as under:

- I. The lead partner is required to be identified clearly and state the composition and nature of their association (JV/ sub-consultant) in their EOI.
- II. In case of JV, both the lead and partners shall meet all the requirement indicated above.
- III. In case of Consultant who intends to associate with other firm(s) in the form of a sub-consultancy, the lead partner **shall provide valid reason for proposing a sub-consultant**.

**Note:** The Consultant should explain the exact role played by the Consultant in the assignment if the assignment was carried out in association with other firms as JV.

Consultant should explain in what way the executed assignment(s) was/were similar in nature to the current assignment.

- a) The Consultant should furnish only true and factual information in the EOI (for itself, its partners and sub-consultant(s), if any). By an act of submission of an EOI against this REoI, the Consultant shall be deemed to be aware that for any misrepresentation by the Consultant in regards to its EOI including any qualification documents/information about the consultant itself, its partner and/or sub-consultant detected at any stage of selection process or during execution of the resultant contract, if successful, the Consultant will be prosecuted under the Laws of Afghanistan.

Eligibility requirements in compliance with the **Procurement Regulations for IPF Borrowers – July 2016 revised November 2017 and August 2018** the consultants should also provide a copy of the certification of incorporation/business license.

A consulting firm will be selected through **CQS** following open international market approach method as defined in **Procurement Regulations for IPF Borrowers – July 2016 revised November 2017 and August 2018**.

Further information can be obtained at the address below during office hours, i.e. 08:00 to 16:00 hours Kabul standard time. Electronic queries will be entertained.

Expressions of interest must be delivered in a written form to the address below (in person, by mail, or by e-mail) by [**Sep 16, 2020**] **15:00 Hrs (Kabul Local Time)** duly quoting the case's reference number i.e. **AF-EZ-KAR MOEC-PIU-181256-CS-CQS**

**The EOI with all details should, preferably, not exceed 40 pages in total and information may be provided as per annexure 1.**

**For EOI submission and Clarification purpose only:**

**Attention: Executive Director, Matiullah Jahed**

**Eshteghal Zaiee – Karmondena Project (EZ-Kar), Ministry of Economy**

**Address: 2st floor, Ministry of Economy Building, Ministry of Economy, Malik Asghar Square, Kabul, Afghanistan**

**Email: [jahed.ed@ezkar.gov.af](mailto:jahed.ed@ezkar.gov.af) copy to [ar.tamana@ezkar.gov.af](mailto:ar.tamana@ezkar.gov.af) and [procurement@ezkar.gov.af](mailto:procurement@ezkar.gov.af)**

**Phone Number: +93 202 103 458**

**Web Site: [www.ezkar.gov.af](http://www.ezkar.gov.af)**

**Annexure 1: Format for Expression of Interest**

The expression of interest must be submitted as per the following format:

*{Note: In case documents submitted are in any language other than English, the consultant should submit a self-certified copy of the translated document in English (along with originals).}*

**SECTION 1:** Organization Details (In case the EoI is being submitted as a Joint Venture, the information has to be submitted for the Lead Partner as well as other members of the Joint Venture separately.)

<b>Part 1: Organisation Detail</b>			
I.	Name of the Organization		
II.	Details of the Organization	<ul style="list-style-type: none"> <li>• Address of the Registered Office:</li> <li>• Telephone:</li> <li>• Facsimile:</li> <li>• Website:</li> </ul>	
III.	Information about Organization	<ul style="list-style-type: none"> <li>• Year of Establishment: (copy the incorporation certificate shall be provided)</li> <li>• Status of the Organization: (Public Ltd./Private Ltd./LLP etc.)</li> </ul>	
IV.	Name and designation of the person authorized	<ul style="list-style-type: none"> <li>• Name</li> <li>• Designation</li> <li>• E-mail</li> <li>• Contact Number</li> </ul>	
V.	Annual Turnover for any of the last three (3) Financial Years	Financial Year	Annual Turnover (USD)
		2016	
		2017	
		2018	
VI.	Number and qualifications of Personnel		
<b>Part 2</b>		EOI Respondent firm needs to mention its core business areas and any other relevant details / experience in a descriptive format. EOI Respondent firm needs to mention its Technical and managerial capability for executing the scope of services.	
<b>Please provide a response with details in not more than 2 pages</b>			

**SECTION 2:** Documents to be submitted

	Information to be provided	Documentary Evidence to be Provided	Page number as part of Annexure
A	a) The Consultant should be a registered legal entity and should have been in business for the last 5 years in providing Consultancy Services. (The consultant is required to provide the Copy Certificate of Incorporation issued by relevant authority in country of establishment).	Copy Certificate of Incorporation issued by relevant authority in country of establishment	

	Information to be provided	Documentary Evidence to be Provided	Page number as part of Annexure
B	<p>The Consultant shall demonstrate having sound financial standing by submitting audited financial reports or any other credible financial documents for the last three years (2016, 2017 and 2018) where the consultant's turnover for any of the last three should be at least <b>USD 298,600 (Two Hundred Ninety-Eight Thousand and Six Hundred US Dollars).</b></p>	<p>Statutory Auditor's certificate (i.e. FY 2016, FY 2017, FY 2018) that provides the information explicitly as per the specific requirement of the criterion.  OR  Financials statements duly certified by the Chartered Accountant  OR  Self-certification by the authorized signatory of the EoI mentioning the Annual Turnover for any of the last Three (3) years supported by financial statements or Annual Auditor Reports (for FY 2016, FY 2017, FY 2018) clearly indicating the annual turnover.</p> <p>Please note:  The annual turnover quoted must be the annual turnover of the EoI Respondent firm/Lead Partner/JV and not its parent/child company  The contact detail (email and phone number with address) for the auditors shall be provided for verification purposes.</p>	

	Information to be provided	Documentary Evidence to be Provided	Page number as part of Annexure
C	<p>The consultant shall provide proven experience for completed a minimum of one contract with the value of <b>USD 238,900 (Two Hundred Thirty-Eight Thousand and Nine Hundred US Dollars) or more</b> having executed during last 5 years of similar nature indicating the duration, value and years of performance, which should showcase the expertise/ strength of the consultant for undertaking such assignments.</p> <p>The consultant should provide proven similar nature indicating the duration, value, years of performance, which should showcase the expertise/strength of the consultant for the undertaking such assignments. The Consultant while describing the assignment(s) for similar experience should furnish the following details:</p> <ul style="list-style-type: none"> <li>• Consultant should explain in what way the executed assignment(s) was/were similar in nature to the current assignment.</li> <li>• The Consultant should explain the exact role played by the Consultant in the assignment if the assignment was carried out in association with other firms as JV or in sub-consultancy for carrying out the assignment.</li> </ul>	<p>Details of the experience should be submitted as per format in <b>Section 3</b>.</p> <p>Please note:  <i>The credentials cited under this must have been executed by the EoI Respondent or the Lead/JV partner and not its parent/child company</i></p>	

	Information to be provided	Documentary Evidence to be Provided	Page number as part of Annexure
d	Consultant having some regional experience is desirable.	<p>Details of the experience should be submitted as per format in <b>Section 3</b>.</p> <p>Please note:  <i>The credentials cited under this must have been executed by the EoI Respondent or the Lead/JV partner and not its parent/child company</i></p>	
E	<p>The requirements for Consultants who intends to associate with other firm(s) in the form of a Joint Venture (JV) or Consortium or a sub-consultancy to enhance their qualifications are indicated as under:</p> <p>I. The lead partner is required to be identified clearly and state the composition and nature of their association (JV/ sub-consultant) in their EOI.</p> <p>II. In case of JV, both the lead and partners shall meet all the requirement indicated above.</p> <p>III. In case of Consultant who intends to associate with other firm(s) in the form of a sub-consultancy, the lead partner <b><u>shall provide valid reason for proposing a sub-consultant.</u></b></p> <p>I. The short listing criteria provided under Part 4 above (<b>Qualification Requirements/Short listing Criteria</b>), paragraphs (b) and (c) will not be applied for sub-consultant.</p>		

**SECTION 3:** Format for furnishing details of Credentials / Past Experiences for projects in undertaking related or similar assignment as at Sl. No. 3 of Section 2. The information need to be furnished as per the Format below for each credential.

The project citation should be a maximum of 2 pages per credential/project along with documents as mentioned under Sl. No. 3 of Section 2 (above). The citation need to be furnished for each credential.

Assignment name:	Country: Location within the country
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Name of Client:	Address: Email and Phone No.
Name of the Legal Entity in whose name the contract is:	Duration of assignment (months):
No. of man month of the assignment:	Start date (Month/year): Completion date (Month/year):
Approx. value of the overall contract (in USD):	Approx. value of the services provided by your firm under the contract (in USD):
Name of associated organizations, if any:	Role of Consortium member:
Narrative description of the Project:	
Detailed Scope of services, coverage of the project: <ul style="list-style-type: none"> <li>• <i>Consultant should explain in what way the executed assignment(s) was/were similar in nature to the current assignment</i></li> <li>• <i>The Consultant should explain the exact role played by the Consultant in the assignment if the assignment was carried out in association with other firms as JV or in sub-consultancy for carrying out the assignment.</i></li> <li>• <i>Key-person inputs provided by the Consultant in executing the assignment giving particulars such as qualification and experience of Key staff provided for the assignment (CVs of such key staff are not required to be attached)</i></li> </ul>	
Relevance of Project to the current scope (i.e. relevant project components in detail)	
Details of the impact of the project for the client:	