

# Request for Expressions of Interest (REOI)

## Selection of Firms for Consulting Services

**Country:** Republic of Madagascar  
**Client:** Road Agency under the Ministry of Public Works  
**Project:** Madagascar-Beira Corridor Development and Trade Facilitation Project Phase 2 (PACFC-II): RN9 Mandabe – Dabara  
**Assignment title:** Consulting Services to Review, Enhance, and Complete the Feasibility Studies (FS) and Detailed Engineering Design (DED) for the RN9 Mandabe-Dabara Road and Associated Infrastructure under the PACFC-II Project  
**REOI Reference No:** REOI-06/AR/PACFC/AIIB  
**Grant No.:** S0882A  
**Grant Project ID:** S000672  
**Project ID:** P000882  
**Date issued:** 17/07/2025

1. The Government of the Republic of Madagascar has received a Grant from the Asian Infrastructure Investment Bank (AIIB) under the Project Preparation Special Fund (PPSF) to support the preparation of the *Madagascar-Beira Corridor Development and Trade Facilitation Project Phase 2 (PACFC-II): RN9 Mandabe – Dabara* (“the Project”). The Project aims to develop, rehabilitate, and upgrade approximately 93 km of National Road 9 (RN9) to improve regional and international connectivity and support inclusive economic development in southern Madagascar.
2. Part of the Grant proceeds will be used to procure consulting services. The consulting services (“the Services”) concern the review, enhancement, and completion of the technical, economic, environmental, and social studies for the rehabilitation and development works on the RN9 between Mandabe and Dabara (PK 363+000 – PK 460+000). The studies were conducted in 2023 by the CIRA SAS / ASA TARATRA design office consortium and in 2016 by the 4SL. The consulting services also include the development of technical, economic, environmental, and social studies for the rehabilitation and enhancement of associate infrastructures within the designated project impact area.
3. The scope includes, for the corridor road, (i) reviewing, enhancing, and updating of feasibility study (FS) and preliminary designs (PD), (ii) reviewing, enhancing, and updating the detailed engineering designs (DEDs), (iii) reviewing, enhancing, and updating the environmental and social studies including the environmental and Social Impact Assessment (ESIA) and Resettlement Plan (RP), and, for the associated infrastructure, (iv) conducting the FS and PD, (v) conducting the DEDs, (vi) conducting the ESIA and RP, (vii) preparing a localized agriculture enhancement program, (viii) preparing tender documents, and (ix) preparing other project documents.
4. The consulting contract will be lump sum based.
5. The implementation of the assignment, including the submission of all deliverables, will be within a period of 35 weeks, following the signature of the contract, which is planned for Q4 2025. For this assignment, the estimated time input of experts is 48 person-months.
6. The assignment will be conducted in two consecutive phases:
  - a. Phase I – Review, enhance, update, and complete the FS, including PD and environmental and social assessment, and
  - b. Phase II – Review, enhance, update, and complete the DEDs and Tender Documentation to begin after approval of a selected investment scenario in Phase I and authorization from the Road Agency and the AIIB.
7. The Ministry of Public Works, through the Road Agency, invites eligible consulting firms (“Consultants”) to express their interest in providing these Services. Interested Consultants should provide information

demonstrating that they have the required qualifications and relevant experience to perform this assignment.

The shortlisting criteria for Consultant or Joint Venture (in the case of a Joint Venture) are summarized below:

| Item     | Criteria   | Supporting documents to be provided   | Minimum requirements to be shortlisted   |
|----------|--|---|--|
| <b>1</b> | Provide information on the core business of the Consultant and years in business   | Cover letter with general information on the firm(s) (maximum of 3 pages)               | Core business in transport infrastructure engineering, including in the road sector, and a minimum of 10 years in business. In the case of a Joint Venture (JV), at least one member must have at least a minimum of 10 years of experience in transport infrastructure engineering, including in the road sector. |
| <b>2</b> | Provide the average annual revenue of the past 5 years   | Audited Financial Statement   | The Consultant or one member of the JV, in the case of a JV, must have had an annual revenue on average over the past 5 years of at least \$USD 2,500,000.   |
| <b>3</b> | Demonstrate experience in the preparation of FS for road construction, and/or rehabilitation, and/or upgrading   | Relevant information demonstrating relevant experience (template form #1)               | The Consultant or the JV (in the case of a JV) must have successfully completed at least 5 similar assignments in the last 10 years.   |
| <b>4</b> | Demonstrate experience in the preparation of DEDs, (preferably including ESIA and RP), for road construction and/or, rehabilitation, and/or upgrading  | Relevant information demonstrating relevant experience (template form #1)               | The Consultant or the JV (in the case of a JV) must have successfully completed at least 5 similar assignments in the last 10 years.   |
| <b>5</b> | Demonstrate experience in infrastructure projects financed by Multilateral Development Banks and/or Bilateral Development Agencies   | Relevant information demonstrating relevant experience (template form #1)               | The Consultant or the JV (in the case of a JV) must have successfully completed at least 5 similar assignments in the last 10 years.   |
| <b>6</b> | Demonstrate experience in the road/highway sector in Sub-Saharan African countries. The experience may cover activities across the project life cycle, including upstream studies, design studies, and works supervision | Relevant information demonstrating relevant experience (template form #1)               | The Consultant or the JV (in the case of a JV) must have successfully completed at least 5 similar projects in the road/highway sector within Sub-Saharan Africa over the past 10 years.   |
| <b>7</b> | Provide information on the availability of key experts (permanent staff or access to a pool of qualified experts) in the relevant sectors as per the draft TOR   | Table of experts with a short brief on qualifications and experience (template form #2) | At least one suitable staff member must be available for each key position.  |
| <b>8</b> | Demonstrate robust management capabilities   | Certificates  | At least the Consultant or Lead Firm, in the case of the JV, must hold certifications for ISO 9001 (Quality Management) and ISO 14001 (Environmental Management).  |

In total, a maximum of 25 experiences related to shortlisting criteria #3, #4, #5, and/or #6 will be considered. For each reference, the Consultant shall indicate the criteria (one or more) that the experience meets.

Experiences of a proposed sub-consultant or subcontractor will not be considered.

Proof of successful completion of the experiences provided is to be included: a project completion certificate issued by the client, or a copy of relevant extracts of contract, together with final invoice and proof of payment, or equivalent.

Key Experts' CVs will not be evaluated at the shortlisting stage. They shall not be included.

8. The attention of interested Consultants is drawn to Section 2, paragraphs 2.3.5 and 2.4 of **AIIB's Directive on Procurement Instructions for Recipients (updated July 26, 2024)**, regarding eligibility and conflict of interest.
9. Consultants may associate with other firms to enhance their qualifications, but should indicate clearly whether the association is in the form of a joint venture and/or a sub-consultancy. In the case of a joint venture, all the partners in the joint venture shall be jointly and severally liable for the entire contract, if selected.
10. A Consultant will be selected in accordance with **International Open Competitive Selection** using the **Quality and Cost-Based Selection (QCBS)** method set out in the **AIIB Procurement Instructions for Recipients**.
11. Further information the detailed draft Terms of Reference (TORs) can be obtained at the address below during working hours or downloaded from the following link: <https://we.tl/t-tlAmTdeRpb>
12. The Expression of Interest (EOI) must include the following:
  - **Cover letter** with complete contact details (name of contact person, mailing address, telephone, email, etc.,). The cover letter should also present a brief justification of the Consultant's suitability for the assignment, highlighting relevant qualifications, experience, and capabilities.
  - Duly accomplished **EOI Form**, including the Statement on Eligibility and Conflict of Interest in accordance with AIIB Procurement Instructions for Recipients, That can be downloaded from the following link : <https://we.tl/t-i9ZXrVzWq3>
  - **Attachments:** Articles of Incorporation of the Consultant, proof of successful completion of the experiences provided, Audited Financial Statement, and certificates.
13. Interested firms must submit their Expression of Interest (EOI) via **email**, including a cover letter and supporting documents as per the requirements described in point 7 here above, no later **than 05/08/2025 at 23:59 (Antananarivo time)**, to:  
Contact person:  
Road Agency (Agence Routière)  
Attn: General Director  
Email: [ugpm@agenceroutiere.mg](mailto:ugpm@agenceroutiere.mg) / [pacfc@pacfc.mg](mailto:pacfc@pacfc.mg) / [coordo@pacfc.mg](mailto:coordo@pacfc.mg)  
Subject: "EOI – Studies for PACFC RN9 Mandabe–Dabara"
14. Note: The Request for Proposals (RFP) will be sent **only** to shortlisted firms.

GENERAL DIRECTOR OF THE ROAD AGENCY