

---

## **REQUEST FOR EXPRESSION OF INTEREST**

**COTE D'IVOIRE, LIBERIA, SIERRA LEONE, GUINEA**  
**Interconnection Project (CLSG)**  
**ID No. – P113266**

**ASSIGNMENT TITLE: TECHNICAL ASSISTANCE TO THE MARKETING OF TRANSCO CLSG  
OPGW EXCESS CAPACITY**

Sector: Energy

Financing Agreement Reference: IDA Credit

Ref. REOI: CS/ -02-04/GMO

Publication date: 18/06/2020

Initial submission deadline: 18/07/2020

Revised submission deadline: 18/09/2020

The Governments of Liberia, Côte d'Ivoire, Sierra Leone and Guinea have received funding from the World Bank, the African Development Bank, the European Investment Bank and the KfW, and also bring the Capital to contribute to the financing of the CLSG Interconnection Project. According to the Financing Arrangements, Governments have lent these funds to TRANSCO CLSG in order to implement the said project. TRANSCO CLSG intends to use part of these funds for the recruitment of a consultant (Firm) for the technical assistance to the Marketing of TRANSCO CLSG OPGW excess capacity.

The objective of the consulting services is to support TRANSCO CLSG in the design – and possibly implementation – of the wholesale marketing of the excess capacity of the Optic Ground Wire (OPGW) which is being installed on the TRANSCO CLSG interconnection line between Côte d'Ivoire-Liberia-Sierra Leone-Guinea. TRANSCO CLSG OPGW has been designed with 48 single-mode optical fibers, for a maximum wavelength of 1,550 nm. It is expected that the wholesale marketing of excess capacity (which is estimated to be 40 fibers, while the other 8 fibers are reserved for TRANSCO CLSG own needs) will be carried out using an open access method, potentially with the establishment of a Public-Private Partnership (PPP). This technical assistance will include a legal, regulatory, technical, economic and financial analysis, and will reflect the best international practices in force and will allow TRANSCO CLSG to choose an optimal structuring option for the wholesale marketing of excess capacity of the OPGW.

The duration of the assignment (component 1) will be for 20 weeks.

The services to be provided shall include but not necessarily be limited to the following:

The Consultant will carry out the mission for TRANSCO CLSG in consultation with all the public and private actors concerned by the project. As part of this technical assistance mission, the Consultant will carry out the following activities on behalf of TRANSCO CLSG:

- Component 1: Develop a strategy and business plan for the marketing of excess capacity available on the TRANSCO CLSG's OPGW network.
- Component 2 (optional): Support the effective implementation of the wholesale marketing of excess capacity on TRANSCO CLSG OPGW network: drafting of the international tender documents, assistance in the selection process, training. The component 2 is optional and will be implemented at a later stage.

TRANSCO CLSG now invites eligible Consulting Firms (Consultants) to indicate their interest in providing the services described above. Interested consultants should provide information demonstrating that they have

the required qualifications and relevant experience to perform the services, including technical experience in similar assignments, qualifications of the firm in similar missions and staff experience key.

The firm should possess the following **minimum qualifications**:

The Consultant selected (firm or consortium) should have general experience in the field of fiber optic market assessment and development, with at least 3 contracts executed during the last ten years for studies on the commercialization of fiber optic services in developing countries. The firm or consortium should demonstrate its current availability of experts required for fiber optic market studies, including investment bankers, economists, financial analysts, engineers and legal experts with demonstrated international experience on the one hand in the wholesale marketing of OPGW capacities, and on the other hand in public-private partnerships for the telecommunications sector.

The attention of interested consultants is drawn to paragraph 1.9 of the "World Bank's Guidelines: *Selection and Employment of Consultants by World Bank Borrowers under the IBRD Loans and IDA Credits and Grant*" (January 2011, Revised July 2014) setting forth the World Bank's policy on conflict of interest.

[http://siteresources.worldbank.org/INTPROCUREMENT/Resources/Consultant\\_GLs\\_English\\_Final\\_Jan2011\\_Revised\\_July1\\_2014.pdf](http://siteresources.worldbank.org/INTPROCUREMENT/Resources/Consultant_GLs_English_Final_Jan2011_Revised_July1_2014.pdf)

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 World Bank's *Guidelines: Selection and Employment of Consultants by World Bank Borrowers under IBRD Loans and Credit and IDA Grant* (January 2011, Revised July 2014).  
[http://siteresources.worldbank.org/INTPROCUREMENT/Resources/Consultant\\_GLs\\_English\\_Final\\_Jan2011\\_Revised\\_July1\\_2014.pdf](http://siteresources.worldbank.org/INTPROCUREMENT/Resources/Consultant_GLs_English_Final_Jan2011_Revised_July1_2014.pdf)

Further information can be obtained at the address below during office hours from *Monday to Friday between 09:00 AM and 05:00 PM during working days*. Or can be obtained upon request, by writing an email to: [mkeita@transcoclsg.org](mailto:mkeita@transcoclsg.org) with mandatory copy to [bbalde@transcoclsg.org](mailto:bbalde@transcoclsg.org).

Expression of Interest could be delivered in a written form to the address below (by e-mail) by 5:00 PM GMT on **September 18, 2020**. Only shortlisted firms will be contacted.

The address referred to above is:

**The General Manager**

**TRANSCO CLSG**

**Cocody II Plateaux, Angré 7è Tranche**

**28 BP 633, Abidjan, Cote d'Ivoire**

**E-mail:** [mkeita@transcoclsg.org](mailto:mkeita@transcoclsg.org) with mandatory copy to [bbalde@transcoclsg.org](mailto:bbalde@transcoclsg.org).

**Tel :** +225 66 49 61 22