

REQUEST FOR EXPRESSION OF INTEREST

***COTE D'IVOIRE, LIBERIA, SIERRA LEONE, GUINEA
(CLSG) TRANSMISSION COMPANY***

ASSIGNMENT TITLE: CONSULTANCY FOR THE DESIGN - AND POSSIBLY IMPLEMENTATION – OF THE WHOLESALE MARKETING OF THE EXCESS CAPACITY OF OPGW ON THE TRANSCO CLSG NETWORK

Sector: Energy
Financing: TRANSCO CLSG resources
Ref. REOI: CS/ 001-11/2023/GMO
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Submission deadline: 29/12/2023

TRANSCO CLSG is a Supranational Company governed by an International Treaty signed by the Head of States of the Republics of Liberia, Côte d'Ivoire, Sierra Leone and Guinea, owning a 1,303 km of 225kV transmission line linking the four countries with Twelve (12) associated substations in the four countries. The network was financed through a funding received from the World Bank, the African Development Bank, the European Investment Bank and the KfW, and also from Capital provided by the Governments of the four CLSG countries. The construction phase is 99% completed, and operation phase has started.

TRANSCO CLSG intends to use part of it financing for the recruitment of a **consultant to assist TRANSCO CLSG in the design - and possibly implementation – of the Wholesale Marketing of the excess capacity of OPGW on the TRANSCO CLSG Network.**

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 Optical Ground Wire (OPGW), which is being installed on the TRANSCO CLSG interconnection line between Côte d'Ivoire-Liberia-Sierra Leone-Guinea. TRANSCO CLSG OPGW is designed with 48 single-mode optical fibers, for a maximum wavelength of 1,550 nm. Annex 1 provides the characteristics of the OPGW. 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). The consultancy 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 consultancy might also include support for the implementation of the selected marketing structure, as described in the optional Component # 2 of the TOR.

The duration of the assignment (component 1) will be for **twenty (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 of Optical Ground Wire available on the TRANSCO CLSG's network.

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

TRANSCO CLSG now invites eligible Consulting Firms 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 **three (3) contracts** executed during the last **ten (10) years** for studies on the commercialization of Fiber optic services in developing countries.

The firm or consortium should demonstrate the current availability of its experts who would be required for the Fiber optic market studies, including commercial experts, economists, financial analysts, telecom engineers and lawyers 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 as follows:

- One (1) Marketing or commercial expert/professional, preferably with a minimum of 10 years' professional experience, preferably in the field of wholesale marketing of OPGW capacities;
- One (1) financial analyst holding a Master's degree in the finance, preferably a specialist with at least five (5) years of professional experience;
- One (1) telecoms or systems engineer holding an engineering degree in Telecommunications or related field, with at least five (8) years' experience;
- One (1) legal expert holding a master's degree in law with at least 10 years' professional experience in corporate law, international law and treaties, and cross-border contract management.

The attention of interested consultants is drawn to Chapter IV of the TRANSCO CLSG Tender Code setting forth the TRANSCO CLSG policy on conflict of interest: <https://www.transcoclsg.org/bid-notice-transco-clsg-tender-code/>

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 Tender Code of TRANSCO CLSG that can be accessed from: <https://www.transcoclsg.org/bid-notice-transco-clsg-tender-code/>.

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 with copy to 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 **December 29, 2023**. **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 with copy to bbalde@transcoclsg.org.

Tel : +225 05 66 49 61 22