



REQUEST FOR EXPRESSIONS OF INTEREST (EOI)

FOR

**DESIGN AND IMPLEMENTATION OF SECTOR SHIFTS TO COOL LOGISTICS AND SEA FREIGHT FOR THE
HORTICULTURE SECTOR IN ETHIOPIA AND DJIBOUTI**

FINANCED BY

Agence Française de Développement



09 SEPTEMBER 2025

Design and Implementation of Integrated Cool Logistics and Sea Freight Solutions for the Ethiopia-Djibouti Economic Corridor

Request for Expressions of Interest

1. Background

TradeMark Africa (TMA) is a leading aid-for-trade organization dedicated to improving trade facilitation and regional integration across Africa. Established in 2010, TMA works with governments, regional economic communities (RECs), the private sector, and development partners to eliminate trade barriers, enhance customs efficiency, and strengthen regulatory frameworks. Its interventions are designed to boost economic growth, reduce trade costs, and create a seamless trade environment that drives Africa's competitiveness in global markets.

TMA operates across East, West, Southern, and the Horn of Africa regions, focusing on Trade and Investment Environment; Quality & Value of Traded Goods; Digital Trade Systems; Greening Trade; and Resilience and Inclusive Trade. TMA programmes align with international best practices, supporting regulatory harmonization, infrastructure investments, and trade-related capacity-building. TMA ensures that African businesses can compete effectively in regional and international markets by addressing trade barriers enhancing business competitiveness.

TMA is funded by major development partners, including the EU, AFD, USAID, the World Bank, FCDO, and AfDB, among others. These partnerships enable TMA to implement large-scale, impactful programs that align with national trade policies and regional integration strategies. Through its collaboration with governments and private sector stakeholders, TMA ensures that its trade facilitation interventions are sustainable and responsive to Africa's evolving economic landscape.

TradeMark Africa has received financing from the Agence Française de Développement (AFD) toward the cost of "Promoting regional economic integration in the Horn of Africa through the development of the Djibouti Corridor" (the "Project"), a portion of which will be used to finance the **Design and Implementation of Integrated Cool Logistics and Sea Freight Solutions for the Ethiopia-Djibouti Economic Corridor** (the "Services").

All queries quoting the above Tender Title and Number should be emailed to procurement@trademarkafrica.com.

2. Introduction

The Ethiopia-Djibouti economic corridor represents a complementary partnership leveraging each nation's competitive advantages for Economic transformation. Ethiopia, one of Africa's largest horticultural producers with prominence in cut flowers, fruits, and vegetables, possesses vast arable land and growing expertise in organic farming practices.

Djibouti, strategically positioned at the crossroads of three continents, has developed world-class infrastructure including the Doraleh Multipurpose Port and Ethiopia-Djibouti Railway. The country's Vision 2035 economic diversification strategy emphasizes value-added logistics services, creating natural synergies with Ethiopia's export needs.

Global market trends favor both nations, the success of Kenya's sea-air hybrid model with Dutch importers, combined with the African Continental Free Trade Area's 1.3 billion consumer market and growing Gulf state investments in African logistics infrastructure, creates an enabling environment for transformative corridor development.

As global supply chains restructure toward sustainability, positioning the Ethiopia-Djibouti corridor to capture emerging demand while advancing both countries' economic development objectives through innovative cool logistics solutions.

2.1 Services' Objectives

- a) **Enhance Ethiopia-Djibouti Corridor Competitiveness-** To strengthen the horticulture value chain by leveraging Ethiopia's production capabilities and Djibouti's strategic logistics advantages
- b) **Develop Integrated Cool Logistics-** To design and implement efficient intermodal cool logistics services that position the Ethiopia-Djibouti corridor as the Horn of Africa's temperature-controlled supply chain hub.
- c) **Build Sustainable Partnerships and Institutional Capacity-** To foster strategic collaboration between public and private sector actors across both countries, building awareness and technical expertise in cool logistics operations.

2.2 Specific Objectives

- a) **Conduct Comprehensive Logistics Analysis and Market Access study-** Analysis and model sea freight cost structures and route optimization scenarios for horticulture exports across product categories (cut flowers, fruits, vegetables).
- b) **Assess and Strengthen Cool Chain Capabilities-** Feasibility Study on integrated cool storage systems and develop recommendations for container efficiency improvements, packaging innovations, and supply chain coordination mechanisms.
- c) **Explore Regional Hub Development Potential-** Opportunities for knowledge transfer, training program development, and institutional capacity building in temperature-controlled logistics across both countries.

4. Place Of the Assignment

The program will be implemented in Djibouti and Ethiopia.

5. Duration And Size Of the Services:

The Services are expected to be implemented over an estimated period of 18 months from the date of contract signing. This duration is allocated to ensure a proper design of implementation, structured and phased implementation, allowing for value chain organisation, policy and regulatory review, piloting sea freight, institutional capacity-building at both public and private sector level.

The budget allocated for this assignment is **approximately USD 1,000,000**, covering technical expertise, capacity-building activities, regulatory framework enhancements, piloting, private sector engagement, and trade facilitation interventions. This budget will be strategically allocated to ensure high-impact, scalable interventions that align with international best practices.

6. APPLICATION AND ELIGIBILITY CRITERIA

6.1 Application Requirements

TradeMark Africa hereby invites Applicants to express their interest in delivering the Services described above.

This Request for Expressions of Interest is open to:

- | | |
|--|--|
| <input checked="" type="checkbox"/> Consulting firms | <input type="checkbox"/> Individual consultants |
| <input type="checkbox"/> NGOs | <input type="checkbox"/> Joint Venture between NGO(s) and consulting firm(s) |

Eligibility criteria to AFD financing are specified in sub-clause 1.3 of the "Procurement Guidelines for AFD-Financed Contracts in Foreign Countries", available online on AFD's website: <http://www.afd.fr>.

The Applicant shall submit only one application, either in its own name or as a member of a Joint Venture (JV). If an Applicant (including any JV member) submits or participates in more than one application, those applications shall be all rejected. However, the same Subconsultant may participate in several applications.

If the Applicant is a JV, the expression of interest shall include:

- a copy of the JV Agreement entered into by all members,
- or
- a letter of intent to execute a JV Agreement, signed by all members together with a copy of the Agreement proposal,

In the absence of this document, the other members will be considered as Subconsultants. Experiences and qualifications of Subconsultants are not taken into account in the evaluation of the applications.

6.2 Evaluation Criteria for Similar Experience

Interested Applicants must provide information evidencing that they are qualified and experienced to perform those Services. For that purpose, documented evidence of recent (completed within the last 7 years) and similar services shall be submitted.

Determination of the similarity of the experiences will be based on:

A. Contract Size (value equal to or above USD 500,000)

AND

B. Nature of Services Provided

- i. Technical assistance
- ii. Design and Implementation of modal shifts (rail, sea freight option) for the horticulture sector.
- iii. Design and Implementation of shifts to cool logistics operations for the horticulture sector.
- iv. Stakeholder engagement activities, and advocacy with public and private sector actors.

AND

C. Technical Area of Expertise

- v. Road, rail and sea freight logistics.
- vi. Cold chain and cool logistics.
- vii. Facilitating and managing large public / private sector events with a range of stakeholders.

AND

D. The Location:

French and English-speaking countries in developing countries outside of the country of registration of the Applicant. Experiences on corridors covering several countries will be considered an advantage. The Applicant will have to provide at least one experience involving English-speaking country(ies) and one experience involving French-speaking country(ies).

NB: For an experience to be considered “similar” the contract must: (A) have a value of at least USD 500,000, (B) include services involving a combination of several of the aforementioned services (i, ii, iii & iv), (C) cover one or a combination of the aforementioned technical areas of Expertise (v, vi &vii), (D) having been delivered in French and/or English-speaking developing country, and have been completed within the past 7 years.

The Client will also consider for the evaluation of the applications the following items:

- I. Skills and availability of in-house technical experts provided to the on-site experts
- II. Local representatives/partners /experts

6.3 Security

Due to the security risk in the areas where the Services are to be performed, the evaluation of Expressions of Interest will verify that the applications meet the following criteria:

- The Applicant has at least one experience providing services in an area with a similar security risk, for which it shall provide proof of implementation of security measures (invoice or contract with a security service provider, proof of security awareness training before departure on-site, etc.).
- The Applicant has set up internal security management procedures: it shall provide a description of its monitoring system and crisis management system.
- For services provided abroad, the Applicant has entered an assistance and repatriation contract for its employees: it shall provide the certificate evidencing such contract.

- The Applicant shall describe its standard preparation process for departure on assignment in sensitive areas, and shall attach documents proving its implementation (service orders with related instructions, certificates of awareness-raising or training actions, etc.)

For a JV, its leader and any member that has its registered office outside the Client's country shall fulfil each of these criteria.

An application that does not meet any of these requirements will be rejected.

7. SHORTLIST

Among the submitted applications, TMA will shortlist a maximum of six (6) Applicants, to whom the Request for Proposals to carry out the Services shall be sent.

8. SUBMISSION AND CONTACTS

Applicants may submit their **Expression of Interest (EOI) electronically** or in **hard copy**. All submissions must be received no later than **06 October 2025 at 10:00 AM (Djibouti Time)**.

- **Electronic submissions** should be sent to procurement@trademarkafrica.com. Electronic submissions must be in **PDF format**, must **not exceed 10MB**, and must be protected by a **password**. **The password shall be sent in a separate email, shortly after the deadline for submission.**
- **Hard copy submissions**, along with a flash disk, should be delivered to the address below.

TradeMark Africa
TradeMark Africa, Djibouti Programme Pays
4th Floor, DW Tower
Avenue Franchet D'Espèrey
Plateau du Serpent BP 4113, Djibouti
City: Djibouti
Country: Djibouti

Interested Applicants may obtain further information at the address below during office hours.
procurement@trademarkafrica.com.

TMA is unable to respond to questions relating to this EOI within 7 days of the submission deadline.

**Appendix to The Request for Expressions of Interest
(To be submitted with the application, signed and unaltered)**

Statement of Integrity, Eligibility and Environmental and Social Responsibility

Reference of the bid or proposal _____ (the "Contract")

To: _____ (the "Contracting Authority")

1. We recognise and accept that Agence Française de Développement ("AFD") only finances projects of the Contracting Authority subject to its own conditions which are set out in the Financing Agreement which benefits directly or indirectly to the Contracting Authority. As a matter of consequence, no legal relationship exists between AFD and our company, our joint venture or our suppliers, contractors, subcontractors, consultants or subconsultants. The Contracting Authority retains exclusive responsibility for the preparation and implementation of the procurement process and performance of the contract. The Contracting Authority means the Purchaser, the Employer, the Client, as the case may be, for the procurement of goods, works, plants, consulting services or non-consulting services.

2. We hereby certify that neither we nor any other member of our joint venture or any of our suppliers, contractors, subcontractors, consultants or subconsultants are in any of the following situations:

2.1 Being bankrupt, wound up or ceasing our activities, having our activities administered by the courts, having entered into receivership, reorganisation or being in any analogous situation arising from any similar procedure;

2.2 Having been:

a) convicted, within the past five years by a court decision, which has the force of res judicata in the country where the Contract is implemented, of fraud, corruption or of any other offense committed during a procurement process or performance of a contract (in the event of such conviction, you may attach to this Statement of Integrity supporting information showing that this conviction is not relevant in the context of this Contract);

b) subject to an administrative sanction within the past five years by the European Union or by the competent authorities of the country where we are constituted, for fraud, corruption or for any other offense committed during a procurement process or performance of a contract (in the event of such sanction, you may attach to this Statement of Integrity supporting information showing that this sanction is not relevant in the context of this Contract);

c) convicted, within the past five years by a court decision, which has the force of res judicata, of fraud, corruption or of any other offense committed during the procurement process or performance of an AFD-financed contract;

2.3 Being listed for financial sanctions by the United Nations, the European Union and/or France for the purposes of fight-against-terrorist financing or threat to international peace and security;

2.4 Having been subject within the past five years to a contract termination fully settled against us for significant or persistent failure to comply with our contractual obligations during contract performance, unless this termination was challenged and dispute resolution is still pending or has not confirmed a full settlement against us;

2.5 Not having fulfilled our fiscal obligations regarding payments of taxes in accordance with the legal provisions of either the country where we are constituted or the Contracting Authority's country;

2.6 Being subject to an exclusion decision of the World Bank and being listed on the website <http://www.worldbank.org/debarr> (in the event of such exclusion, you may attach to this Statement of Integrity supporting information showing that this exclusion is not relevant in the context of this Contract);

2.7 Having created false documents or committed misrepresentation in documentation requested by the Contracting Authority as part of the procurement process of this Contract.

3. We hereby certify that neither we, nor any of the members of our joint venture or any of our suppliers, contractors, subcontractors, consultants or subconsultants are in any of the following situations of conflict of interest:

3.1 Being an affiliate controlled by the Contracting Authority or a shareholder controlling the Contracting Authority, unless the stemming conflict of interest has been brought to the attention of AFD and resolved to its satisfaction;

3.2 Having a business or family relationship with a Contracting Authority's staff involved in the procurement process or the supervision of the resulting Contract, unless the stemming conflict of interest has been brought to the attention of AFD and resolved to its satisfaction;

3.3 Being controlled by or controlling another bidder or consultant, or being under common control with another bidder or consultant, or receiving from or granting subsidies directly or indirectly to another bidder or consultant, having the same legal representative as another bidder or consultant, maintaining direct or indirect contacts with another bidder or consultant which allows us to have or give access to information contained in the respective applications, bids or proposals, influencing them or influencing decisions of the Contracting Authority;

3.4 Being engaged in a consulting services activity, which, by its nature, may be in conflict with the assignments that we would carry out for the Contracting Authority;

3.5 In the case of procurement of goods, works or plants:

a) Having prepared or having been associated with a consultant who prepared specifications, drawings, calculations and other documentation to be used in the procurement process of this Contract;

b) Having been recruited (or being proposed to be recruited) ourselves or any of our affiliates, to carry out works supervision or inspection for this Contract.

4. If we are a state-owned entity, and to compete in a procurement process, we certify that we have legal and financial autonomy and that we operate under commercial laws and regulations.

5. We undertake to bring to the attention of the Contracting Authority, which will inform AFD, any change in situation with regard to points 2 to 4 here above.

6. In the context of the procurement process and performance of the corresponding contract:

6.1 We have not and we will not engage in any dishonest conduct (act or omission) deliberately intended to deceive others, to intentionally conceal items, to violate or vitiate someone's consent,

to make them circumvent legal or regulatory requirements and/or to violate their internal rules in order to obtain illegitimate profit;

6.2 We have not and we will not engage in any dishonest conduct (act or omission) contrary to our legal or regulatory obligations or our internal rules in order to obtain illegitimate profit;

6.3 We have not promised, offered or given and we will not promise, offer or give, directly or indirectly to (i) any Person who holds a legislative, executive, administrative or judicial mandate within the State of the Contracting Authority regardless of whether that Person was nominated or elected, regardless of the permanent or temporary, paid or unpaid nature of the position and regardless of the hierarchical level the Person occupies, (ii) any other Person who performs a public function, including for a State institution or a State-owned company, or who provides a public service, or (iii) any other person defined as a Public Officer by the national laws of the Contracting Authority's country, an undue advantage of any kind, for himself or for another Person or entity, for such Public Officer to act or refrain from acting in his official capacity;

6.4 We have not promised, offered or given and we will not promise, offer or give, directly or indirectly to any Person who occupies an executive position in a private sector entity or works for such an entity, regardless of the nature of his/her capacity, any undue advantage of any kind, for himself or another Person or entity for such Person to perform or refrain from performing any act in breach of its legal, contractual or professional obligations;

6.5 We have not and we will not engage in any practice likely to influence the contract award process to the detriment of the Contracting Authority and, in particular, in any anti-competitive practice having for object or for effect to prevent, restrict or distort competition, namely by limiting access to the market or the free exercise of competition by other undertakings;

6.6 Neither we nor any of the members of our joint venture or any of our suppliers, contractors, subcontractors, consultants or subconsultants shall acquire or supply any equipment nor operate in any sectors under an embargo of the United Nations, the European Union or France;

6.7 We commit ourselves to comply with and ensure that all of our suppliers, contractors, subcontractors, consultants or subconsultants comply with international environmental and labour standards, consistent with laws and regulations applicable in the country of implementation of the Contract, including the fundamental conventions of the International Labour Organisation (ILO) and international environmental treaties. Moreover, we shall implement environmental and social risks mitigation measures when specified in the environmental and social commitment plan (ESCP) provided by the Contracting Authority.

7. We, as well as members of our joint venture and our suppliers, contractors, subcontractors, consultants or subconsultants authorise AFD to inspect accounts, records and other documents relating to the procurement process and performance of the contract and to have them audited by auditors appointed by AFD.

Name: _____ In the capacity of: _____

Duly empowered to sign in the name and on behalf of1: _____

Signature : _____

Dated : _____