EXPRESSION OF INTEREST (EOI) – SELECTION OF CONTRACTOR

FOR

THE DESIGN,SUPPLY, INSTALLATION AND COMMISSIONING OF SMART GATES

EOI NUMBER: PRQ20251085

EOI ISSUE DATE: 10TH MARCH 2026

EOI SUBMISSION DATE: 24TH MARCH 2026 ON OR BEFORE 12.00 P.M. (EAT)

DESCRIPTION OF SERVICES

THE DESIGN, SUPPLY, INSTALLATION AND COMMISSIONING OF SMARTGATES

1 Introduction

1.1 TradeMark Africa (hereinafter referred to as "TMA"), formerly TradeMark East Africa, is an Aid-for-Trade organisation that was established in 2010, with the aim of growing prosperity through increased trade. TMA operates on a non-profit basis and is funded by: Belgium, the Bill and Melinda Gates Foundation, Master Card Foundation, Canada, Denmark, the European Union, Finland, France, Ireland, the Netherlands, Norway, the United Kingdom, and the United States of America. TMA works closely with regional intergovernmental organisations, including the African Union (AU), Economic Community of West African States (ECOWAS), the African Continental Free Trade Area (AfCFTA) Secretariat, the East Africa Community (EAC), the Intergovernmental Authority on Development (IGAD), the Common Market for East and Southern Africa (COMESA), the Southern Africa Customs Union (SACU), National Governments, the private sector and civil society organisations. TMA has its headquarters in Nairobi, Kenya and has presence in Burundi, Democratic Republic of Congo (DRC), Kenya, Rwanda, South Sudan, Tanzania, Uganda, Malawi, Zambia, Mozambique ,Ethiopia, Somaliland , Djibouti and Ghana.

1.2 The Tanzania Revenue Authority (hereinafter referred to as "TRA"), as the principal government agency for revenue collection in Tanzania, is undertaking a strategic initiative to modernize Tanzania's customs procedures. A key component of this strategy is the "Smart Gates" Project (hereinafter referred to as "the Project"), designed to upgrade Customs and Traffic Management Systems at critical border crossings to position Tanzania as a premier regional transit hub.

1.3 This Project, supported by TMA focuses on the Dar es Salaam Port at gate 5 and 8, Kwala ICD, Tunduma, Mutukula and Rusumo One-Stop Border Post (OSBP). As a critical node for trade and transit between Tanzania and EAC countries as well as Southern African countries along both Central and Southern Transport Corridor, the Kazungula OSBP has been prioritized for a significant technological upgrade through the implementation of an integrated Smart Gates system.

1.4 The core objective of the Project is to enhance operational efficiency, strengthen revenue security, reduce cargo clearance times, and streamline the movement of goods and people. By automating the gate operations with technologies such as Automatic Number Plate Recognition (ANPR), Automatic Container Number Recognition (ACNR), and Driver Facial Recognition as well as integrating them with TANCIS system, TRA aims to improve trade facilitation, combat smuggling, and align with international best practices for modern customs administration.

1.5 This Expression of Interest (hereinafter referred to as "EoI") serves as the initial step in a competitive procurement process to identify and pre-qualify a select group of highly competent Contractor capable of supplying, Installing the solution for this vital Project.

2 Project Objectives

2.1 The overall objective of this Project is to engage a qualified and experienced Contractor to design, supply, deliver, install, train staff, commission, and provide post-implementation support for a state-of-the-art, integrated Smart Gates system at Dar Port gate 5 and 8, Kwala ICD, Tunduma, Mutukula and Rusumo OSBPs.

The System must be robust, scalable, and fully integrated with TRA TANCIS Systems to create a seamless, automated, and secure border crossing experience.

3. Scope of Work and Deliverables

The selected Contractor will be responsible for two critical aspects of the Project. The scope includes, but is not limited to, the following:

3.1. Supply, Delivery and Installation Phase

- Procurement and delivery of all required equipment, including but not limited to:
  - Automatic Number Plate Recognition (ANPR) Cameras
  - Automatic Container Number Recognition (ACNR) Cameras
  - Driver Facial Recognition (DFR) Systems
  - Automated Boom Barriers
  - Vehicle Detection Sensors
  - Driver registration Kiosk
  - Traffic Lights and Signalling Equipment
  - Operator Booths (operator PC, manual operation gate, tablet, PA system & remote Mic,)
  - Central Control Room Equipment (Video Walls, Monitoring Screens, Interphone mother device)
  - Overhead digital screens for signalling traffic
  - Server room equipment (servers and terminal equipment) Power Infrastructure (UPS, Solar Solutions)
  - Network Infrastructure (Switches, Cabling)
  - CCTV-Cameras
- Execution of all necessary civil works, such as foundations, trenching, Poles for camera installation and booth construction.
- Installation, configuration, and integration of all hardware and software components in line with TRA -TANCIS system, business processes, procedures, workflows and terminal operators.

3.2. Training ,Commissioning and Support Phase

- Rigorous system testing, including Site Acceptance Tests (SAT) and integration testing with TRA's existing systems (including the main Customs Management System).
- Providing comprehensive training for TRA staff, technical staff, and system administrators.
- Delivering a complete set of system documentation (user manuals, technical manuals, as-built drawings) in the English language.
- Providing a mandatory warranty period of at least **24 months** for all supplied components, including preventive and corrective maintenance.
- Supplying a defined inventory of critical and consumables spare parts for the duration of warranty.

4. Eligibility and Qualification Criteria

Contractors desiring to participate in this EoI must demonstrate their capability and proven track record. Submissions must include the following mandatory documentation:

4.2. Firm Experience

- Minimum of **seven (7) years** of experience in designing and building similar integrated projects and systems.
- Demonstrable experience as a prime contractor for at least **two (2) similar projects** in the last seven (7) years, preferably at border crossings or ports or similar facilities. Verifiable references Must be provided.

4.3. Technical Capacity

- Evidence of a core team of qualified personnel with expertise in:
  - i. Civil engineering,
  - ii. Electrical engineering,
  - iii. Mechanical engineering
  - iv. ICT lead/network and integration expert,
  - v. Project management and,
  - vi. Knowledge in Customs processes and procedures and port operations will be an added advantage
- Proof of partnership or certification with leading manufacturers of relevant smart ports technologies.

5. Roles and Responsibilities

5.1. Tanzania Revenue Authority (TRA)

- Act as the primary client, project owner, and lead implementing agency.
- Constitute and chair the Project Implementation Team (PIT) to provide overall project oversight.
- Provide timely access to all project location for all necessary project activities, including site surveys and installations.
- Supply all necessary project documentation, data, and clarifications required by the Contractor
- Review and provide formal approval for all designs, key deliverables, and project milestones.
- Facilitate the technical integration of the Smart Gates system with TANCIS system, terminal operating systems and other relevant internal platforms.
- Ensure the availability of TRA personnel for training and system acceptance testing.

5.2. Selected Contractor

- Act as the prime Contractor, assuming full responsibility for the end-to-end reviewing design, build, supply, delivery, installation, train, commissioning, and support of the Smart Gates system as defined in the Scope of Work.
- Provide a dedicated and qualified Project Manager who will serve as the single point of contact for TRA and TMA.
- The project manager will make available the project team to work with TRA project implementation team.
- Develop and strictly adhere to the agreed-upon project plan, timelines, and budget.
- Ensure all works, equipment, and installations comply with the highest industry standards and all applicable laws and regulations of the United Republic of Tanzania
- Manage all subcontractors (If any) and ensure their adherence to the project's quality and safety standards.
- Prepare and submit regular, detailed progress reports to the Project Implementation team.

- Deliver comprehensive training and system documentation as specified.

5.3. Trademark Africa (TMA)

- Act as a key project partner, providing financial support and technical assistance to ensure the project aligns with regional trade facilitation objectives.
- Participate in the Project Implementation Team (PIT) to offer expert advice on best practices in trade logistics and customs modernization.
- Monitor and evaluate project progress and outcomes against agreed-upon performance indicators related to trade efficiency, cost reduction, and transit time.
- Assist in coordinating between TRA and other regional stakeholders to ensure seamless integration and interoperability where necessary.
- Review major project deliverables to ensure alignment with the broader goals of facilitating trade and enhancing economic integration.

6. Expression of Interest

TradeMark Africa hereby invites Applicants to show their interest in delivering the Services described above. This Request for Expressions of Interest is open to: **Contractors**

The Applicant shall submit only one application, either in its own name or as a member of a Joint Venture (JV).

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

- a copy of the JV Agreement entered into by all members, indicating the lead role and articulating the role of each member

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 regarded as Subcontractors.

Experiences and qualifications of Subcontractors will be not be taken into account in the evaluation of the applications.

Interested Applicants must provide information demonstrating that they are qualified and have experience to perform those Services. For that purpose, documented evidence of recent and similar services shall be submitted.

A. Invitation to Express Interest

TMA therefore wishes to invite interested contractors possessing professional and demonstrable experience in the stated services.

B. Expression of Interest (EoI) Requirements

Interested Contractors or are required to:

- Submit the EoI written in the English language;
- Examine the documents comprising this EoI in detail and respond appropriately; and
- Meet the qualification criteria stipulated. Those who do not meet the requirements need not submit an EoI.

The EoIs must remain valid for not less than **120 days from the date of submission**. TMA shall endeavour to complete the evaluation and communicate within this period. The EoI shall be prepared in indelible ink, and it shall contain no interlineations or overwriting, except as necessary to correct errors made by the individual contractor. Any such corrections must be initialled by the person who signs the EoI.

C. EoI Submission

EoIs will be submitted as follows:

Submission Mode	Details
Soft copy submissions only Interested and qualified candidates are invited to send their application including updated Curriculum Vitae and letter of interest with subject title as "**The Design, Supply, Installation and Commissioning of Smart Gates at Dar Port (gate 8 &5), Kwala ICD, Tunduma, Mutukula and Rusumo Stop Border Post. - PRQ20251085**	Use the email address below for bid submission. Attention: **Head of Procurement** Email address: **procurement@trademarkafrica.com** **Date: 24th March 2026** **Time: 12.00 p.m. Tanzania time**

Any EoI received after the deadline mentioned in C above shall be rejected as a late submission and shall not be considered further. All expenses relating to the preparation and submission of the response to this EoI including providing any additional information shall be entirely incurred and borne by the Contractor.

This EoI does not entail any commitment on the part of TMA, either financial or otherwise. TMA reserves the right to accept or reject any or all EoIs without incurring any obligation to inform the affected Contractors of the grounds for acceptance or rejection.
All potential Contractors shall be informed of the outcome of the EoI.

D. Responding to this EoI

Contractors will be required to present their EoI submission in a format responding to the specific requirements of the EoI as indicated.

E. Further Information and Clarification

All enquiries about this EoI should be submitted via the email address below:

Particulars	Contact Details
Name:	Attention, Mr. Joe Namwaya Head of Procurement
Email:	procurement@trademarkea.com
Subject:	**The Design, Supply, Installation and Commissioning of Smart Gates at Dar Port (gate 8 &5), Kwala ICD, Tunduma, Mutukula and Rusumo Stop Border Post. - PRQ20251085**

Enquiries must only be for the purposes of clarifying the content of this EoI. All enquiries must clearly specify the tender title, number and section being queried.

Iinterested Contractors may request for clarifications on this EoI up to seven (7) days before the submission date. TMA will endeavour to reply within three (3) business days of receipt of the sought clarifications) to any reasonable request for explanation. It will be at TMA's discretion to provide additional information where necessary.

F. EoI Evaluation

The EoI shall be evaluated using the criteria below:

a) TMA will examine the EoI submissions to determine completeness, general orderliness, and sufficiency in responsiveness;
b) The EoI qualification will be based on meeting the minimum criteria regarding the individual Contractors legal status, experience, personnel, and financial position as applicable;
c) TMA reserves the right to accept or reject any or all EoI submissions; and
d) Any effort by the individual Contractor to influence TMA in the evaluation shall result in the cancellation of the tender.

To evaluate technical responsiveness, the evaluation criteria below will be used:

Evaluation Criteria		**Allocated Marks**
1.	**<u>Corporate Experience</u> - Assesses the Contractors overall experience, financial stability, and track record with similar projects through reference letters or project completion certificates. Emphasis will be on projects at international border crossings or ports.**	**60 Marks**
1.1 Depth and Relevance of Experience in Similar Projects	The firm has implemented two (2) similar integrated projects (e.g., at border crossings, ports, or secure logistics facilities) within the last Seven (7) years**.**	15
	The firm has implemented a similar assignment that is similar in nature, scope and complexity at ports and border posts.	10
	The firm has operational expertise in areas such as integration of ANPR, ACNR, automated barriers, and customs management procedures.	10
1.2 Regional Experience	The firm has experience in the Southern or Eastern African, which can significantly impact project timelines and effectiveness.	3
	The firm understands the local operation context, regulatory environments, supply chain logistics and familiar with on ground challenges in Southern or Eastern African	2
1.3 Manufacturer Partnerships and Certifications	The firm has partnered with leading technology and manufacturers partners. This addresses the technical capacity requirement of having proven partnerships with leading manufacturers. It provides tangible evidence that the firm has access to high-quality technology, **legitimate software licenses through partnerships with notable technology providers**, technical support, and **certified expertise** for the specific hardware and software components (e.g., cameras, sensors, control systems etc) required in the implementation of the project.	10

	The firm has certified experts in the specific software and hardware components (e.g., cameras, sensors, control systems etc)	10
2.	**<u>Qualifications of Key Personnel</u> - Assesses the experience and qualifications of the proposed team leader and key technical experts. CVs for key personnel must be included.**	**40 Marks**
2.1 Project Manager / Team Leader	The Project Manager has participated in a Design and Build project; two similar assignments must be cited	6
	The Project Manager has participated in a project of a similar scope and scale in the last 7 years.	5
	The project manager must have a master's degree in project management, Business Administration, ICT, architecture, Engineering or related field	2
	The Project Manager is certified in PMP, or equivalent is an added advantage	2
2.2 Lead ICT - Network, Software Expert	The Lead ICT Network expert has a minimum of seven (7) years hands-on experience in network architecture design and implementation of large-scale surveillance and control systems, and cybersecurity protocols relevant to the assignment.	5
	The lead ICT Network expert must have a professional networking certificate such as CISCO Professional Certifications or any other related certifications.	3
	The Lead ICT Software Engineer must have a minimum of seven (7) years hands-on experience in systems integration, system architecture design and database design.	3
	The Lead ICT must have a bachelor's degree in computer science, software engineering, computer engineering, IT and related field	2
2.3 Lead Civil/structural, architectural & Electrical Engineers	The Civil/Structural engineer has 7 years' experience track record in similar project that deals in foundations, trenching etc	4
	The Architectural engineer has 7 years' experience track record in similar project that deals in smart gates, synchronisation of sensors etc	4
	The electrical engineer has 7 years' experience in electrical works such as power infrastructure, UPS, solar solutions installation and configurations	4
	GRAND TOTAL	**<u>100</u>**

A maximum of five (5) applicants who attain a minimum of 70 or more marks out of possible 100 marks shall be shortlisted for the ITT stage in the order of the highest scoring.

TERMS AND CONDITIONS OF THIS EOI

1. Acceptance of Terms and Conditions

In submitting a response to this EoI, the individual Contractor is deemed to have accepted the terms and conditions of this and all other sections of this EoI.

2. No Contract

This EoI process does not create a binding legal contract or relationship either explicit or implied, between TMA and any individual Contractor

The submission of this EoI and any response to it does not obligate TMA to make any commitment to procure the services outlined in this EoI

3. Cancellation, Suspension or Change to EoI

TMA reserves the right in its sole and unfettered discretion to:

a) Cancel or suspend this EoI or vary any of the terms, dates, timings or processes in this EoI;
b) Call and/or re-advertise for responses or revisit any evaluation criteria or process pertaining to this EoI; and
c) Seek clarification about any response.

4. Official Communication

Individual Contractor must provide their full contact details for the purpose of making and receiving communications about this EoI.

5. Assumptions and Interpretations

Individual Contractors will document their interpretations, assumptions, and perceived risks they have used in response to this EoI where they deem necessary.

6. Ownership of Documents

This EoI is the property of TMA and may not be copied or reproduced in any way, other than for the purpose of preparing and submitting responses without the prior written approval of TMA. The submissions to TMA shall be retained by TMA.

7. Conflict of Interest

Individual Contractor will ensure that, throughout the evaluation process, TMA is kept informed of any perceived, potential, or real conflicts of interest that should reasonably be brought to the attention of TMA, where such conflicts arise from the interests or duties of the individual Contractor .

8. Acceptance of Submissions

TMA shall not accept a submission which does not comply with or fails to provide the information specified in this EoI.

9. Notifications

TMA will notify all Contractors on the outcome of this EoI once the evaluation process has been completed.

10. Confidentiality

The information provided in this EoI, and any other information, material or communication released during this EoI process is for the sole purpose of enabling the contractor to prepare and present a comprehensive submission.

11. Liability

TMA will not be liable (in contract or tort, or in any legal action including negligence) for any direct or indirect damage, loss, or cost (including legal and /client costs) to any individual Contractor or other person in respect of this process.

12. Costs and Charges

This EoI is issued on the understanding that no charge will be made by the individual Contractor for preparation of any EoI submission or any other information that may be supplied.

13. Applicable laws

This EoI and any subsequent decisions, actions, contracts, or outcomes are subject to , governed by and interpreted in accordance with the Laws of ***United Republic of Tanzania***.

14. Evaluation Process

A formal evaluation process will be followed to ensure a fair and transparent assessment of each submission as well as eliminate submissions which do not meet the minimum criteria. The submissions that do meet the minimum criteria will be evaluated based on the best fit to the objectives and will be short listed for participation at the Invitation to Tender (ITT) stage.

15. Supplier Code of Conduct

All Contractors are required to sign the Supplier Code of Conduct which will be attached separately.

16. Confirmation of Experience Letters / References

References of potential individual Contractors which have been given by a current TMA employee shall not be accepted in support of a submission of a bid as part of a procurement process. For the avoidance of doubt, TMA Certificates of Project Completion signed by the Head of Procurement are acceptable in support of applications, bids, proposals, or submissions.

17. Eligibility

a) For the avoidance of doubt, this EoI is **ONLY** open to Contractors

18. Due diligence

TMA and TRA shall conduct a reasonable search of publicly available information to determine whether the Contractor is suspected of any activity relating to organised crime, including financing or other support. Contracting shall be subject the outcome from the search.

19. Complaints

Any questions, queries or concerns about the procurement process should be raised directly with the Head of Procurement in the first instance via **procurement@trademarkafrica.com**, who will address the matters raised.

If the matter is not satisfactorily resolved, the complainant is encouraged to write to complaints@trademarkafrica.com

ANNEX 1 : CURRICULUM VITAE TEMPLATE

CURRICULUM VITAE (CV)

Position Title and No.	{e.g., K-1, TEAM LEADER}
Name of Expert:	{Insert full name}
Date of Birth:	{day/month/year}
Country of Citizenship/Residence	

Education: {*List college/university or other specialized education, giving names of educational institutions, dates attended, degree(s)/diploma(s) obtained* ***attach valid copies of the certificates and testimonials*****}**

_____

_____

Employment record relevant to the assignment: {*Starting with present position, list in reverse order. Please provide dates, name of employing organization, titles of positions held, types of activities performed and location of the assignment, and contact information of previous clients and employing organization(s) who can be contacted for references. Past employment that is not relevant to the assignment does not need to be included*}.

Period	Employing organization and your title/position. Contact info for references	Country	Summary of activities performed relevant to the Assignment
[e.g., May 2015 - present]	[e.g., Ministry of ……, advisor/consultant to… For references: Tel……/e-mail……; Mr. Hbbb, deputy minister]		

Membership in Professional Associations and list of any Publications made to date: _____

Language Skills (*indicate only languages in which you can work ranking from 1 to 5 for speaking, writing, and reading where 1 is poor and 5 is excellent*):

Language	Reading	Writing	Speaking

Adequacy for the Assignment:

Detailed Tasks Assigned on Contractors Team of Experts (*insert the period*)	Reference to Prior Work/Assignments that Best Illustrates Capability to Handle the Assigned Tasks
{List all deliverables/tasks in which the Expert will be involved including reference letters or project completion certificates)	

Individual Contractors contact information : (E-mail: ……Phone: ……)

Certification:

I, the undersigned, certify that to the best of my knowledge and belief, this CV correctly describes myself, my qualifications, and my experience, and I am available to undertake the assignment in case of an award. I understand that any misstatement or misrepresentation described herein may lead to my disqualification or dismissal by the Client, and/or sanctions by the Client.

{Day/month/year}

Name of individual contractor Signature Date

Note:

1. Failure by the individual contractor to sign the CV (physically or electronically), may lead to the CV not being considered altogether.
2. Failure to submit copies of certificates and/or accreditation may lead to the CV being invalidated.

ANNEX 2: EMAIL SUBMISSIONS GUIDELINES

Guidelines for Bidders for Bid Submissions via Email

1.1 Bidder Guidance for Emailed Submissions

a) TradeMark Africa (TMA) will automatically send an email acknowledgment for all applications, bids, proposals and/or submissions received via the email addresses stipulated/specified in the bidding document. If a bidder does not receive an email acknowledgement **IMMEDIATELY** after submitting their applications, bids, proposals and/or submissions, via the email address stipulated in the bidding document, **IMMEDIATELY** contact TMA's Procurement unit using the mobile phone number, **+254 731 884 428**, to confirm whether the applications, bids, proposals and/or submissions were received.

b) Bidders must not ignore any bounce back email received regarding rejection of an emailed application, bid, proposal and/or submission. If such an email is received, contact TMA's Procurement unit **IMMEDIATELY**.

1.2 Possible Reasons for Emailed Submission Rejection

a) The email submission exceeded the maximum size of 5 MB;

b) The subject line matched a known phishing subject line;

c) The email contained a known phishing Uniform Resource Locator (URL), or the email originated from a server associated with phishing;

d) The outbound mail server was present on a subscribed blacklist; or

e) The email contained a virus or malware.

1.3 Remedial Action for Rejected Email Submission Prior to Tender Closing Date & Time

Prior to the tender closing date and time, if a bidder's submission is rejected, the following remedial action should be explored prior to re-submission.

a) If the collective size of the emailed attachments **exceeds 5 MB**, the Bidders should resubmit through multiple emails or may use other modes such ***WeTransfer, Dropbox, or Google drive***. The Bidder shall be required to clearly identify how many emails constitute the full submission.
e.g., email **1 of XX**;

b) If the emailed submission included zipped or executable files, unzip or remove the executable files then resubmit through one or more emails (refer to point 1.3a) above if the files collectively exceed 5 MB);

c) If the email submission is rejected because of a blacklisted domain, the bidder is required to resend the submission from a different email account from a different domain that is not blacklisted, e.g., Gmail. Please note, this should be done before the stipulated tender submission deadline; and

d) If the email submission is rejected because of a virus/malware in the email or any of the email attachments, ensure that the virus/malware is removed/cleaned prior to resubmission.

TMA's Procurement unit shall only consider and review cases of undelivered applications, bids, proposals and/or submissions, when it is brought to our attention by the affected bidders prior to the tender submission deadline.

Automatic Email Acknowledgement sent from the Procurement and Framework Mailboxes

Dear Sir/Madam,

This is to acknowledge receipt of your email to TradeMark Africa's Procurement mailbox.

Your email will be reviewed, and a response will be provided at the earliest opportunity. We encourage you to visit our website www.trademarkafrica.com/procurement-faqs/ for our procurement guidelines and answers to FAQs.

If you have submitted a bid for an open procurement process, it may take several weeks before you receive any further communication from us.

*The maximum size of each email with attachments should not exceed **5 MB**.*

*Please get in touch with us via the mobile number, **+254 731 884 428**, in case you do not receive an automatic acknowledgement email immediately after submission of your bid.*

For and on behalf of:

Joe Namwaya

Head of Procurement

TradeMark Africa

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