



Terms of Reference:

SWIFT: Refurbishment of Border Infrastructure and Installation of Solar Lights & PV System at the Aflao Border

1. Project Background

The Aflao border is one of the busiest land border crossings in West Africa and a critical trade node along the Abidjan–Lagos Corridor. It plays a central role in facilitating intra-regional trade, particularly informal cross-border trade dominated by women traders.

According to the Informal Cross Border Trade Report, the sector contributes an estimated GH¢ 7.4 billion (4.3% of Ghana’s total trade in 2024), with traders largely engaged in agricultural produce, processed foods, and consumer goods (Ghana Statistical Service, 2025). Despite this contribution, significant structural and operational constraints continue to impede efficiency and inclusivity.

The 2024 Time Release Study in Ghana estimated that the average clearance time for simplified goods declarations is 2 hours 44 minutes, driven by manual processes, congestion, and infrastructure deficits. Key challenges include:

- Limited capacity at the valuation hall leading to congestion, especially during peak evening periods
- Lack of adequate cover at the bagging hall leading to damage and loss of income due to damaged goods (during rainy season)
- Poor lighting and frequent power outages, contributing to insecurity and theft
- Dilapidated roofing and drainage systems, disrupting operations during periods of rainfall
- Poor sanitation and lack of gender-responsive facilities
- Dilapidated Border Information and Complaint Centre
- Limited access to timely and accurate trade information

These challenges contribute to reduced incomes by increasing transaction costs, exposing perishable and sensitive goods to adverse weather conditions, and weakening compliance with established procedures. They disproportionately affect small-scale cross-border traders particularly women and persons with disabilities, thereby exacerbating existing inequalities and limiting their effective participation in trade. Collectively, these constraints undermine the intended objectives of ECOWAS trade protocols and the African Continental Free Trade Area (AfCFTA), which seek to promote inclusive, efficient, and predictable regional trade.



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2. Objectives of the Assignment

The objective of this assignment is to advance inclusive trade, strengthen safety, and enhance operational efficiency at the Aflao Border - Ghana through targeted infrastructure rehabilitation and strategic systems upgrades.

Specifically, the assignment seeks to: (i) reduce cargo clearance and processing times for commercial consignments, including small-scale trade under simplified goods declarations; (ii) create safer, more secure, and gender-responsive facilities for traders, particularly women and persons with disabilities; (iii) ensure uninterrupted all-weather and round-the-clock border operations through the provision of adequate roofing, renewable energy systems, and improved drainage infrastructure; and (iv) strengthen institutional coordination and trader support services through a functional Border Information and Complaint Management Centre. These interventions contribute to the broader goals of the ECOWAS trade protocols and the African Continental Free Trade Area (AfCFTA) by reducing non-tariff barriers and lowering transaction costs along the Abidjan–Lagos Corridor.

To achieve these objectives, TMA has identified the following interventions:

- Refurbishment of the Goods Examination Bay and Valuation Hall to facilitate efficient Simplified Goods Declaration processes for small scale cross border traders; provision of water and sanitation facilities; and installation of CCTV surveillance to enhance security and minimise fraudulent activities.
- Installation of solar powered lighting to enable round the clock operations and strengthen border security.
- Refurbishment of the Border Information and Complaint Management Centre to support the resolution of challenges faced by small-scale traders, including non-tariff barriers.

3. Project Lotting

The assignment is divided into three (3) distinct lots to be procured individually. **Interested bidders may apply for one or multiple lots. Bids must be submitted for each lot separately.** The lots are:

- i. Lot 1: Refurbishment of Baggage Valuation Hall and Loading Bay
- ii. Lot 2: Installation of Solar-Powered Lighting Systems



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4. Lot 1: Refurbishment of the Baggage Valuation Hall and Loading Bay

a. **Objective:** Refurbished core trade processing infrastructure, specifically the baggage valuation hall and the loading bay.

b. **Scope of Works:**

The contractor shall undertake, but not be limited to, the following:

- Refurbishment and extension of the customs valuation shed with roofing
- Installation of Signage (English and French) and Painting works
- Provision of water storage tanks including rainwater harvest;
- Desilting of the drainage system including installation of safety covers for the open gutters;
- Refurbishment of sanitation facilities
- Provision of CCTV cameras for enhanced security of both officials and cross border users
- Rehabilitation of the goods loading bay

c. **Deliverables**

- Fully refurbished and functional baggage valuation hall with roofing and loading bay
- Upgraded baggage valuation hall with expanded capacity and improved layout
- CCTV surveillance system installed and operational
- Improved drainage, sanitation, and water systems including rehabilitated facilities, with provision for persons with disability;
- Clearly marked and branded facilities with signage

d. **Budget:** The estimated budget for the Lot 1 works is US\$ 250,000.

e. **Timelines:** The deliverables for Lot 1 must be completed within a period of **6 weeks**.

5. Lot 2: Installation of Solar-Powered Lighting Systems



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- a. **Objective:** Reliable and sustainable energy solutions to support 24-hour operations at the Aflao-Ghana border.
- b. **Scope of Works:** The contractor shall undertake, but not be limited to, the following:
 - Design and install solar-powered lighting systems at the baggage valuation hall
 - Design and install solar-powered lighting systems at the Border Information and Complaint Management Centre
 - Design and install solar street lighting systems across the border
 - Train border staff on basic operation and maintenance
- c. **Deliverables**
 - Fully installed and operational solar-powered lighting system across key facilities and critical zones at the border
- d. **Budget:** The estimated budget for the Lot 2 works is US\$ 250,000.
- e. **Timelines:** The deliverables for Lot 2 must be completed within a period of 6 weeks.

6. Cross-Cutting Requirements (Applicable to all Lots)

All bidders are expected to:

- Comply with relevant national and international regulations
- Demonstrate registration or certification from relevant regulatory bodies such as Energy Commission certification for the solar works, and Ministry of Works and Housing certification for the civil works.
- Adhere to occupational health and safety standards
- Coordinate closely with border agencies and stakeholders in the works execution



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All design drawings will be made available. Any change(s) in the design must be agreed with and signed off by the Client prior to the commencement of the respective works. Notwithstanding, the contractor shall be responsible for implementing the design works and ensuring that the installations function correctly. The contractor shall be responsible for any systems that do not function correctly as a result of inappropriate installation.

The contractor shall provide training to selected personnel at the border after installation and commissioning of the completed works and handover a maintenance guide.

7. Reporting Requirements (applicable to all lots)

The contractor shall report to the Aflao-Ghana Customs Sector Commander and the TMA Director, West Africa & AfCFTA or their designated representatives. The contractor will be expected to submit:

- Inception report with a project implementation plan
- Biweekly progress reports
- Environmental, Health and Safety (EHS) compliance reports
- Project completion report

8. Consultant Qualifications and Experience (applicable to all lots)

The Contractor must demonstrate the following competencies

- At least 7 years' experience in the execution and delivery of similar projects (at least 3 similar projects).
- Availability of a team of qualified and experienced personnel including engineers, quantity surveyors, environment and social safeguards experts, and technicians.

9. Evaluation Criteria (per lot)

Proposals will be evaluated using the following criteria:

- Technical capacity, relevant qualifications and professional experience (20%).



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- Demonstrated experience in similar renewable energy projects and design-build projects (25%).
 - Proposed methodology and work plan (25%).
 - Financial proposal (30%).

10. Logistics and Support

The Consultant will be responsible for all logistical arrangements including travel, accommodation, and field costs. The Client will provide access to relevant documents and facilitate stakeholder engagements.

In addition, the Client will arrange a field visit for all interested bidders prior to the submission of their bids, to allow for a better understanding of the project context and site conditions.

11. Duty of Care

The contractor shall have full responsibility for the duty of care regarding their team during the assignment. This includes health, safety, security, insurance, and compliance with all applicable laws and regulations.

Confidentiality

All reports, data, and information generated under this assignment shall remain the property of the Client. The contractor shall maintain strict confidentiality and shall not disclose information without the Client's consent.

About TradeMark Africa

TradeMark Africa (TMA) is a leading African Aid-for-Trade organisation founded in 2010, with a mission to grow intra-African trade, increase Africa's share in global trade, and make trade more pro-poor and environmentally sustainable. TMA operates on a not-for-profit basis and is funded by: Canada, Denmark, the European Union, Finland, France, the Gates Foundation, Ireland, the Mastercard Foundation, the Netherlands, Norway, Sweden and the United Kingdom. TMA works closely with regional and continental organisations, national Governments, the private sector, and civil society.



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Since its inception, TMA has contributed significant progress in trade facilitation and economic integration across East Africa and the Horn, including a reduction of 16.5% in cargo transit times on the Northern Corridor from Mombasa to Bujumbura, and an average 70% reduction in border crossing times at selected one stop border posts. As of 2025, TMA operates in 14 countries across East, West and Southern Africa as well as the Horn. Registration is underway in a further six countries in West and Southern Africa.

In 2022, TMA set up a catalytic finance company – [Trade Catalyst Africa](#) – to pilot commercially viable projects in trade infrastructure (both physical and digital) and to expand access to trade finance for Small and Medium-Sized Enterprises (SMEs).

Both TCA and TMA are headquartered in Nairobi, Kenya. Country and regional offices are in: Arusha (EAC Secretariat), Burundi, the Democratic Republic of Congo, Djibouti, Ethiopia, Ghana, Malawi, Rwanda, Somaliland, Tanzania, and Uganda, with operations in Mozambique, South Sudan and Zambia. For more information, please visit www.trademarkafrica.com