



EXPRESSION OF INTEREST (EOI)

CONSULTANCY FOR TECHNICAL ASSESSMENT, PREPARATION OF EMPLOYER'S REQUIREMENTS, PREPARATION OF DESIGN & BUILD TENDER DOCUMENTS, AND SUPERVISION OF INSTALLATION OF RENEWABLE ENERGY SYSTEMS AT SELECTED BORDER POSTS ALONG THE CALAO CORRIDOR

TENDER NUMBER: PRQ20251580

TENDER ISSUE DATE: 30TH JULY 2026

TENDER SUBMISSION DATE: 20TH AUGUST 2026 ON OR BEFORE 15.00 PM (GHANA TIME)

DESCRIPTION OF SERVICES

CONSULTANCY FOR TECHNICAL ASSESSMENT, PREPARATION OF EMPLOYER’S REQUIREMENTS, PREPARATION OF DESIGN & BUILD TENDER DOCUMENTS, AND SUPERVISION OF INSTALLATION OF RENEWABLE ENERGY SYSTEMS AT SELECTED BORDER POSTS ALONG THE CALAO CORRIDOR

1. BACKGROUND

About TradeMark Africa

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

Since its inception, TMA has delivered substantial gains for trade and regional economic integration in East Africa and the Horn of Africa, including a reduction of 16.5% in cargo transit times on the Northern Corridor from Mombasa to Bujumbura, and a reduction of an average of 70% in the time taken to cross selected one stop border posts. TMA works in 14 countries across East and West Africa, Southern Africa and the Horn.

In 2022, TMA set up a catalytic finance company – Trade Catalyst Africa – that will pilot commercially viable projects for creating trade infrastructure (both physical and digital) as well as increasing access to Trade Finance for Small and Medium Enterprises (SMEs).

Both TCA’s and TMA's headquarters are in Nairobi, Kenya. Offices are in: EAC Secretariat - Arusha, 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.

Over the past decade, TMA has supported numerous trade facilitation initiatives across Eastern and Southern Africa, including the development of border infrastructure, improvement of trade logistics systems, and strengthening of institutional capacity to support cross-border trade. Building on these achievements, TMA has expanded its operations to West Africa in support of the Economic Community of West African States (ECOWAS) and its Member States in enhancing regional trade integration and improve efficiency along key trade corridors. Specifically, TMA based on an MOU with ECOWAS, is supporting the Commission and related Member States to improve regional transport corridors through infrastructure enhancements, process realignment, automation and institutional strengthening

The ECOWAS Commission has been working with Member States to position key regional corridors as effective catalysts to enhance regional trade and expedite the regional integration Agenda. In this regard, regional transport Corridors are being transformed into supra-national economic development corridors, which integrates physical road improvements, economic clusters and support infrastructure, trade and transport facilitation and corridor management bodies.

On existing regional transport corridors, ECOWAS and UEMOA have worked on several initiatives to improve efficiency, eliminate barriers to trade and transport, reduce of transport cost and time and other related facilitation interventions. Following the experience of TradeMark Africa (TMA), an aid-for-trade organisation established in 2010 to promote prosperity across Africa through increased regional and international trade, TMA works with governments, the private sector and civil society to reduce trade barriers, improve transport and logistics infrastructure, and support inclusive and sustainable trade growth.

In line with priority corridors of ECOWAS, attention is being focused on the Abidjan-Lagos Corridor, which connects Côte d'Ivoire, Ghana, Togo, Benin and Nigeria, and the Abidjan-Ouagadougou Corridor, which supports regional trade integration through targeted infrastructure and trade facilitation interventions.

As part of these initiatives, TMA is supporting ECOWAS' interventions with Member States in infrastructure upgrades at selected border posts and logistics hubs along the corridor network, particularly along the Abidjan-Lagos corridor, one of the most important trade routes in West Africa. The programme focuses on improving physical infrastructure and operational efficiency at border crossing points to facilitate smoother movement of goods and vehicles.

To support the preparation and implementation of these infrastructure upgrades, TMA under the Memorandum of Understanding with the ECOWAS Commission, is working with the Commission to engage a technical expertise to support preparation and implementation of renewable energy systems under a Design and Build contract.

Reliable power supply is essential for border operations including ICT systems, cargo scanners, lighting, surveillance, and customs processing. However, many border facilities experience unreliable grid electricity and dependence on diesel generators.

To improve operational reliability and sustainability, TMA is collaborating with ECOWAS and neighbouring Member States plans to deploy renewable energy systems at selected border posts along the CALAO Corridor connecting Côte d'Ivoire, Ghana, Togo, Benin and Nigeria. The assignment will cover four border posts:

- Seme-Krake (Benin-Nigeria)
- Akanu-Noepe (Ghana-Togo)
- Aflao-Kodjoviakopé (Ghana-Togo)
- Sanvee Condji-Hillacondji (Togo-Benin)

An installation budget of approximately USD 550,000 has been allocated. The renewable energy installations will be procured using a Design and Build procurement approach where the contractor will be responsible for detailed design, supply, installation, testing and commissioning.

TMA is collaborating with ECOWAS and neighbouring Member States therefore seeking a consultant to undertake technical assessments, prepare Employer's Requirements, prepare the complete Design & Build tender documentation, support procurement and supervise installation of renewable energy systems.

2. Objectives of the Assignment

The objective of the assignment is to provide technical expertise to support preparation and implementation of renewable energy systems under a Design and Build contract.

Specific objectives include:

- Conduct energy needs assessments at selected border posts.

- Prepare functional specifications (Employer's Requirements).
- Prepare complete Design & Build tender documentation.
- Ensure systems are optimized within the USD 550,000 installation budget.
- Provide procurement support and participate in evaluation of bids.
- Review contractor design submissions.
- Supervise installation and commissioning.

3. Scope of Services

Phase 1 – Technical Assessment

- Conduct site assessments at selected border posts.
- Review existing electrical infrastructure and energy demand.
- Estimate current and future energy loads.
- Identify renewable energy solutions including solar PV and battery storage.
- Evaluate roof or ground installation options.
- Structural assessment of roofs
- Existing electrical condition
- Earthing and lightning protection
- Grid reliability
- Generator integration
- Existing ICT loads
- Expansion requirements
- Security risks (vandalism/theft)
- Environmental considerations

Phase 2 – Preparation of Employer's Requirements and Tender Documentation.

- Prepare functional specifications for solar PV and battery systems.
- Define minimum technical standards and system performance requirements.
- Prepare Bills of Quantities and system configuration guidelines.
- Prepare the full Design & Build tender documentation including technical sections, Employer's Requirements, performance standards and reporting requirements.

The consultant should prepare Employer's Requirements covering:

- Functional requirements
- Performance specifications
- Reliability requirements
- Testing requirements
- Commissioning procedures
- O&M requirements
- Training requirements
- Spare parts
- Defects Liability obligations
- Performance guarantees
- Asset documentation

Phase 3 – Procurement Support

- Provide technical inputs during the tendering process;
- Prepare responses to bidder queries and clarification requests;
- Participate in technical evaluation of bids;
- Review alternative technical proposals;
- Support negotiations where necessary;
- Review bidder's methodology before award;
- Provide recommendations on technical compliance of bids.

Phase 4 – Design Review and Installation Supervision

For Design review, the consultant should verify:

- compliance with Employer's Requirements;
- applicable electrical standards;
- battery sizing;
- inverter sizing;
- structural adequacy;
- protection systems;
- maintainability.

The Supervision should include:

- Review contractor detailed designs.
- Conduct installation inspections.
- Verify compliance with Employer's Requirements.
- Monitor installation progress.

- Factory Acceptance Tests (FAT), where applicable;
- Site Acceptance Tests (SAT);
- witness testing;
- review of as-built drawings;
- certification of milestones;
- snagging inspections;
- support issuance of Taking-Over Certificate.
- supervision during the Defects Liability Period, including:
 - monitoring defects;
 - verifying corrective works;
 - supporting final acceptance;
 - recommending issuance of the Performance Certificate.

4. Solar PV System Sizing Methodology

The consultant shall determine system sizing based on:

- Detailed load analysis of border operations.
- Daily and peak energy demand.

- Critical load prioritization.
- Available installation space and solar irradiance.
- Optimization of system performance within the project budget.

5. Battery Storage and Autonomy Requirements

Battery storage systems must be designed to provide backup power for critical operations.

Minimum autonomy requirements should consider:

- Essential operational loads.
- Minimum backup duration (typically 4–8 hours for critical operations).
- Battery lifecycle and degradation.
- Safety and temperature management.

6. Performance Guarantees

The Design and Build contractor should provide performance guarantees including:

- Minimum solar generation capacity.
- Guaranteed system uptime.
- Warranty for solar modules, inverters and batteries.
- Performance verification during commissioning.

7. Monitoring and Energy Management Systems

The renewable energy system should include a monitoring platform capable of:

- Real-time monitoring of solar generation.
- Battery charge and discharge status.
- Grid or generator interaction.
- Fault detection and alerts.

The monitoring system should support remote access and reporting for TMA infrastructure teams.

8. Health, Safety and Environmental Requirements

- HSE management;
- safe work procedures;
- environmental management;
- waste disposal;
- battery disposal;
- occupational safety.

9. Climate Resilience

The consultant to consider:

- future climate conditions;
- high temperatures;
- heavy rainfall;

- corrosion;
- wind loading;
- resilience of PV installations.

10. Quality Assurance

The consultant to establish QA/QC procedures for:

- design review;
- material approval;
- installation inspection;
- testing;
- commissioning.

11. Deliverables

The consultant will deliver the following outputs:

- Energy assessment reports for each selected border post.
- Renewable energy feasibility and system sizing report.
- Draft Employer's Requirements for renewable energy systems.
- Final Employer's Requirements approved by TMA.
- Complete Design and Build tender documentation including:
 - Technical specifications
 - Employer's Requirements
 - System performance requirements
 - Bills of Quantities (BoQs)
 - Technical evaluation criteria
 - System monitoring and reporting requirements
- Technical responses to bidder queries during procurement.
- Technical evaluation report of submitted bids.
- Design review reports for contractor submissions.
- Installation supervision reports.
- Testing and commissioning verification reports
- Final renewable energy system performance and completion report.

12. Implementation Timeline and reporting (34 Months)

Month 1–3: Inception report (4 weeks from commencement); Energy assessments and preparation of Employer's Requirements and tender documentation.

Month 4 – 9: Procurement support and bid evaluation.

Month 10–18: Quality Assurance Plan, Risk Register; Monthly supervision reports for Contractor design review and installation supervision.

Month 19–20: Commissioning, performance verification and Completion report

Month 20 – Month 32: Monitoring of warranty Period, final account report, Defects Liability Completion report and project closure.

13. Consultant Qualifications

- Degree in Electrical Engineering, Renewable Energy Engineering or related field.
- Minimum 7 years experience in renewable energy systems; similar cross-border infrastructure projects; Solar PV systems above a specified capacity ; Design & Build/FIDIC experience ; Procurement experience
- Experience preparing Employer’s Requirements and tender documentation.
- Experience supervising solar PV installations.
- The consultant must be fluent in both English and French (written and spoken).

14. Reporting

The consultant will report to the TMA Programme Manager responsible for the CALAO Corridor programme and work closely with the TMA Infrastructure Team who shall consistently liaise with ECOWAS for review and endorsement of deliverables and milestones.

15. Duration

The assignment will be implemented over a period of 34 months with intermittent technical inputs depending on procurement and installation schedules.

A. INVITATION TO EXPRESS INTEREST

TMA therefore wishes to invite interested individuals possessing professional and demonstrable experience in the stated services. Bidders are required to seek clarification via the procurement email at procurement@trademarkafrica.com.

B. EXPRESSION OF INTEREST (EOI) REQUIREMENTS

EOIs are invited from Interested and qualified individuals with appropriate experience and expertise in undertaking the stated assignment. Interested bidders are required to:

- Submit the EOI written in English language.
- Examine the documents comprising this EOI in detail and respond appropriately. Material deficiencies in providing the information requested may result in rejection of an EOI; and,
- Meet the qualification criteria stipulated. Those who do not meet the requirements need not submit EOI.
- This assignment is open only to interested and qualified individual consultants who are nationals of an **ECOWAS Member State**.
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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. It shall contain no interlineations or overwriting, except as necessary to correct errors made by the bidder. Any such corrections must be initialled by the person(s) who sign(s) the EOI.

C. EOI SUBMISSION

EOIs will be submitted as follows:

Submission Mode	Details
Electronic/ Soft Copies:	Bidders MUST submit their CV via TMA procurement mailbox at the address procurement@trademarkafrica.com on or before 20th August 2026, 15.00 P.M. (Ghana Time) .

Any EOI received after the deadline in C above shall be rejected as a late tender 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 individual.

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 applicant/s of the grounds.

D. TIMETABLE FOR THIS EOI

The timetable for the EOI stage is detailed in the table below.

Activity	Expected dates.
Expression of Interest (EOI) sharing	30 th July 2026
Deadline for receipt of EOI proposals	On or before 20 th August 2026 15:00 PM (Ghana time)

TMA may at its discretion alter this timetable.

E. Potential bidders are informed that all bidders shall be contacted on the outcome of the EOI **RESPONDING TO THIS** Bidders will be required to present their EOI proposal in a format providing a table of contents clearly showing the pages of the relevant section and the related contents in response to the specific requirements of the EOI as indicated.

F. 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@trademarkafrica.com
Subject:	CONSULTANCY FOR TECHNICAL ASSESSMENT, PREPARATION OF EMPLOYER'S REQUIREMENTS, PREPARATION OF DESIGN & BUILD TENDER DOCUMENTS, AND SUPERVISION OF INSTALLATION OF RENEWABLE ENERGY SYSTEMS AT SELECTED BORDER POSTS ALONG THE CALAO CORRIDOR

Enquiries must only be for the purposes of clarifying the content of this EOI. All enquiries must clearly specify the tender title and number.

TMA cannot answer any query relating to this tender seven (7) days or less prior to the submission deadline.

TMA will endeavour to reply within three (3) business days of receipt of the sought clarification(s) to any reasonable request for explanation. It will be at TMA discretion to provide additional information where necessary.

All clarifications from respondents and TMA responses through procurement@trademarkafrica.com on or before **13th August 2026 (on or before 15.00 PM. Ghana Time).**

G. EVALUATION of proposals

The EOI shall be evaluated using the criteria below:

Main Criteria	Sub-Criteria	Score
1.Relevant Experience (40%) for the Consultant	Should demonstrate atleast five years experience in renewable energy (solar PV and battery storage) projects, including preparation of Employer's Requirements, Design & Build and procurement documents (Evidence to be attached)	10
	Should demonstrate experience in supervision of at least 3 similar assignments completed within the last 10 years. (Evidence should be attached)	6
	Demonstrate experience in border infrastructure / transport / logistics infrastructure for atleast three projects (Evidence should be attached)	6
	Should demonstrate minimum 7 years' experience in renewable energy systems. (Evidence should be attached)	7
	Should have experience preparing Employer's Requirements and tender documentation.	5
	Should prove at least three years' experience supervising solar PV installations.	6
Subtotal		40
2. Methodology and Work Plan (20%)	Understanding of the assignment objectives, corridor context and key implementation risks	5
	Methodology for Preparation of Design & Build Tender Documents, and Supervision of Installation of Renewable Energy Systems	10
	Work plan, coordination approach and risk mitigation strategy	5
Subtotal		20
3. Education Qualifications	Bachelor's Degree in Electrical Engineering, Renewable Energy Engineering or related field. (Copy of certificate must be attached)	5
Subtotal		5
4.Knowledge Transfer (10%)	Knowledge transfer and capacity building approach	5
Subtotal		5
TOTAL		70

Note:

Only applicants that attain a minimum of 49 out of 70 technical marks (70%) shall be shortlisted for the interview stage, which will comprise of an oral interview. It will test the candidate's analytical, communication and interpersonal skills.

TERMS AND CONDITIONS OF THIS EOI

1. Acceptance of Terms and Conditions

In submitting a response to this EOI, the respondent 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 respondent or any other party to this EOI.

The issue of and response to this EOI does not create any obligation on TMA to enter any commitment to procure services specified in this EOI.

3. Cancellation, Suspension or Change to the 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

Respondents must provide full contact details of the person nominated to represent the respondent for the purpose of making and receiving communications about this EOI.

5. Clarification of Meaning

Respondents 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 responses submitted to TMA shall be retained by TMA.

7. Conflict of Interest

Respondents 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 respondent or its employees, officers, shareholders or directors.

8. Acceptance of Responses

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

9. Notification to Respondents

TMA will notify **all** respondents 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 a respondent to prepare and submit a response.

11. No Liability

TMA will not be liable (in contract or tort, including negligence) for any direct or indirect damage, loss, or cost (including legal and lawyer/client costs) to any respondent 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 respondent for preparation of any EOI response or any other information that may be supplied.

13. Ghana Laws Apply

This EOI and any subsequent decisions, actions, contracts or outcomes are subject to and governed by the laws of Ghana.

14. Evaluation Process

The evaluation team will follow a formal evaluation process to ensure a fair and transparent assessment of each response. The evaluation will allow the team to eliminate responses that do not meet the minimum criteria. The responses that do meet minimum criteria will be evaluated on the basis of best fit to the objectives and will be short listed for interviews.

15. Special conditions

Special conditions of EOI as relates to the General Conditions Contract (GCC):

REFERENCE OF GCC	SPECIAL CONDITIONS OF CONTRACT
1. Acceptance of Terms and Conditions	The following conditions shall apply: a. TMA is not bound to accept any EOI. b. No queries shall be responded to 7 days to the submission deadline. c. It is a bidder's responsibility to seek for an update on this opportunity. d. Canvassing shall lead to automatic disqualification. e. All communications must be written to procurement@trademarkafrica.com f. Incomplete responses and late submissions shall be rejected. g. TMA at its own discretion, may seek any clarification and/or additional information from tenderer(s) within reasonable time.

	h. This assignment is open only to individual consultants who are nationals of a West African country. i. The consultant must be fluent in both English and French (written and spoken). professional proficiency in both languages will be considered a mandatory qualification. j. The Technical and Financial Proposals shall be submitted separately. The Financial Proposal must be password-protected.
2. Clause 13: Applicable laws	The contract for this assignment shall be domiciled in Ghana and the relevant applicable taxes in Ghana shall apply.

ANNEX 1 : CURRICULUM VITAE (CV)

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 2005-present]	[e.g., Ministry of, advisor/consultant to... For references: Tel...../e-mail.....; Mr. Hbbbbb, deputy minister]		

Membership in Professional Associations and Publications:

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): _____

ANNEX 2: TMA SUPPLIER CODE OF CONDUCT

This document is shared as a separate document to the tender document.