

GOVERNMENT OF SURINAME

SUPPORT SERVICES TO INCREASE THE EXPORT-READINESS FOR TWO TARGETED CARICOM MARKETS DELIVERED TO PARTICIPATING WOMEN AND MEN-OWNED ENTERPRISES, RURAL AND URBAN-BASED MSMEs AND LARGE ENTERPRISES

MARKET ACCESS CONSULTANT

REQUEST FOR EXPRESSIONS OF INTEREST

1. Background

The Government of Suriname (GOS) has received financing by way of a grant from the Caribbean Development Bank (CDB) pursuant to the CARICOM Single Market and Economy (CSME) Standby Facility for Capacity Building under the 10th European Development Fund (EDF) in an amount not exceeding the equivalent of two hundred and seventy-three thousand seven hundred and sixty-one United States dollars (USD273,761) towards the cost of “Support services to increase the export-readiness for two targeted CARICOM markets delivered to participating women and men-owned enterprises, rural and urban-based MSMEs and large enterprises”. The Ministry of Trade (MTI) will execute this project through the Suriname Business Forum and intends to apply a portion of the proceeds of this financing to eligible payments under a contract for which this invitation is issued, pursuant to the Financing Agreement between CDB and GOS.

Payments by CDB will be made only at the request of GOS and upon approval by CDB, and will be subject in all respects to the terms and conditions of the Financing Agreement. The Financing Agreement prohibits withdrawal from the financing account for the purpose of any payment to persons or entities, or for any import of goods, if such payment or import, to the knowledge of CDB, is prohibited by a decision of the United Nations Security Council taken under Chapter VII of the Charter of the United Nations. No party other than GODR shall derive any rights from the Financing Agreement or have any claim to the proceeds of the Financing.

2. Scope of Consultancy and Eligibility Criteria

MTI now intends to procure consultancy services for Market Access Training.

The objective of the assignment is to provide technical leadership in the implementation of a project that aims to improve the export-readiness and capacity of Suriname’s agrifood enterprises to penetrate two CARICOM markets – Trinidad and Tobago and Barbados. The duration of the assignment is expected to be for a period of 131 person-days over 15 calendar months.

MTI now invites interested eligible consulting firms to submit Expressions of Interest for the provision of these consultancy services.

Consultants shall be eligible to participate if:

- (a) in the case of a body corporate: it is legally incorporated or otherwise organised in an eligible country, has its principal place of business in an eligible country and is more than 50 per cent beneficially owned by citizen(s) and/or *bona fide* resident(s) of eligible country(ies) or by a body(ies) corporate meeting these requirements;
- (b) in the case of unincorporated firms, the persons are citizens or *bona fide* residents of an eligible country; and

- (c) in all cases, the consultant(s):
- (i) has no arrangement and undertakes not to make any arrangements, whereby any substantial part of the net profits or other tangible benefits of the contract will accrue or be paid to a person not a citizen or *bona fide* resident of an eligible country;
 - (ii) is not bankrupt or insolvent or in the process of either, or having their affairs administered by the Courts, has not entered into an arrangement with creditors, or is in any analogous situation arising from similar procedure provide for in their national legislation or regulations;
 - (iii) has not been convicted of an offence concerning their professional conduct by a judgment which has the force of *res judicata*;
 - (iv) has not been the subject of a judgment which has the force of *res judicata* for fraud, corruption, involvement in a criminal organization or any other illegal activity detrimental to the EU's financial interest;
 - (v) is not guilty of misrepresentation in supplying the information required as a condition of the participation in the procedure or if they fail to supply this information; and
 - (vi) does not expose a conflict of interest

Consultants from Suriname, member countries of CDB, as well as EU Member Countries, which are not CDB Member Countries, and other countries which are eligible under EU procurement provisions, will be eligible to participate in these procurement opportunities¹.

3. Selection Criteria

In the assessment of submissions, consideration will be given to firms which demonstrate the following:

- (a) Technical competence, qualifications and experience, including:
- (i) Available resources with postgraduate qualifications in international trade, international marketing, international economics or a related field.
 - (ii) At least ten (10) years' experience delivering trade promotion services working with development agency(ies) or a private sector companies; hands-on experience in conducting or managing the conduct of market research and conducting business matchmaking in CARICOM.
 - (iii) Experience in conducting needs/export-readiness assessments of agrifood firms, preparing market penetration plans, and building the capacity of firms to enter global markets.
 - (iv) In-depth knowledge of, and experience in, the regional marketing and distribution of fresh produce and/or agrifoods; a successful track record of assisting agrifood enterprises to enter the CARICOM/International markets.

¹ External action financial instruments and European Development Fund, Rules on participation in procurement procedures and grants, [a2a_ecprogrammes_eligibility2014_2020_en.doc](#), page 7 of 11.

- (v) Extensive work experience in CARICOM; knowledge of the CARICOM Region and of the CARIFORUM-EU EPA and CSME.
 - (vi) Experience in designing and implementing gender-responsive export development interventions;
 - (vii) Available resources with excellent command of written and spoken Dutch and English.
- (b) local and regional experience on similar assignments;
 - (c) financial capacity; and
 - (d) existing commitments.

4. Submission of Expressions of Interest

Expressions of Interest must be submitted in English and electronically by email expressionofinterest@sbc.sr in pdf format no later than 16.00 hours Suriname Time on Friday, July 31, 2015. The email subject line should state **“Expression of Interest – Market Access Consultancy”** and the email body must state the name and address of the applicant. The Expression of Interest will be deemed to have been received at the time that it is received by the Project Coordinator. The burden of proving receipt of the e-mail will be on the applicant and will not be met solely by a read receipt or sent items report generated by the bidder’s computer. In addition, three (3) hard copies of the Expressions of Interest must be received at the first address below no later than 16.00 hours Suriname Time on Friday, July 31st 2015 and one hard copy must be sent simultaneously to CDB at the second address below. The sealed envelope containing each submission should include the name and address of the applicant and shall be clearly marked **“Expression of Interest – Market Access Consultancy”**. GOS reserves the right to accept or reject late applications or to cancel the present invitation partially or in its entirety. It will not be bound to assign any reason for not short-listing any applicant and will not defray any costs incurred by any applicant in the preparation and submission of Expressions of Interest.

5. Selection Method

The selection method shall be Quality and Cost-Based Selection (QCBS). Therefore, following the receipt of submissions, firms shall be assessed and compared and a short-list, not less than three (3) and not more than six (6) firms, will be provided with the full Terms of Reference and invited to submit technical and financial proposals to undertake the assignment.

6. Request for Information

All information or request for information must be submitted in English. Further information may be obtained from the first address below between 08.00 and 16.00 hours Monday to Friday.

Address 1:

Gilbert Van Dijk
Executive Director
Suriname Business Development Center
Hendrik straat 69/ First Floor
Paramaribo
SURINAME
Tel.: + (597) 499010
Fax: + (5970 499011
Email: expressionofinterest@sbc.sr

Address 2:

Procurement Officer
Caribbean Development Bank
P.O. Box 408
Wildey
St. Michael
BARBADOS, W.I.
Tel: + (246) 431-1600
Fax: + (246) 426-7269
Email: procurement@caribank.org