REQUEST FOR EXPRESSIONS OF INTEREST  
(CONSULTING SERVICES)  
Republic of Angola  
MINISTRY OF ECONOMY  

INSTITUTIONAL CAPACITY BUILDING FOR PRIVATE SECTOR DEVELOPMENT PROJECT 

Reference Financing Agreement: African Development Bank  
Project No. P-AO-K00-0006

The Government of Angola (Government) has received a loan from the African Development Bank (AfDB) to cover the cost of the Institutional Capacity Building for Private Sector Development Project (ICBPSDP) and intends to apply a portion of such loan for payments under the contract for Preparing a Study on Institutional Support Models for External Trade and Training of IFE’s Staff on Business Intelligence and Project Management.

The Institutional Capacity Building for Private Sector Development Project (ICBPSDP) overall goal is to build the capacity of the various public services which support private sector development. The project’s specific objectives are to: i) support enterprise competitiveness and entrepreneurship and ii) support the development of the cooperative movement.

The project will be implemented over 4 years. It comprises the components and activities summarised in the following Table:

Project Components

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<th>Component</th>
<th>Description</th>
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<td>1. Support to business competitiveness and entrepreneurship.</td>
<td>This component aims to build the capacity of the Entrepreneurship Promotion Institute (IFE) by training its staff, building its capacity to support businesses in preparing their projects, developing and disseminating information on businesses, conducting 6 studies on potential for exports and internationalization. It also aims to support the strengthening of the training mechanisms of the National Institute for Support to Micro, Small and Medium-Sized Enterprises (INAPEM), with a view for training 42,500 entrepreneurs including 24,250 women, the project will support the establishment of an Entrepreneurship Academy by training its personnel, through the preparation of training modules and the design of training materials, the establishment of a regulatory framework to allow INAPEM to play a coordinating role regarding training courses on entrepreneurship, preparation of an entrepreneurial training map and database and, lastly, support for the establishment of partnership frameworks between INAPEM and the other stakeholders in the entrepreneurship training activities.</td>
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<td>2. Support to the development of the cooperative</td>
<td>This component aims to contribute to (i) the preparation of regulations on cooperatives, (ii) the conduct of studies and dissemination of information on cooperatives, and (iii) exchanges of</td>
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movement experiences concerning cooperatives.

| 3. Management, Monitoring and Evaluation | This component provides for the establishment of a monitoring and evaluation system for private sector development support programmes, mainstreaming gender issues. It also provides for the establishment of an adequate mechanism for the general coordination and monitoring of the project’s implementation. This mechanism is described in §4.1.1 below and in Annex V. The main activities are: equipment, technical assistance, monitoring and evaluation, auditing, and operation of the project. |

The objective of this assignment is to hire a consulting firm to prepare a Study on Institutional Support Models for External Trade and Training of IFE’s Staff on Business Intelligence and Project Management, to strengthen their capacities in providing state-of-the art support services to Angolan companies and business groups, other than SME’s, in the global market place.

The main tasks to be carried out under the Study on Institutional Support Models for External Trade are, but not limited to the following:

(i) Provide a comparative analysis of global best practices in trade and export models, where the export sector and mindset are relevant to Angola (US Department of Commerce, EDC, Ubifrance, Trade and Investment, UK Trade & Investment, etc.);

(ii) Provide a comparative analysis of the existing institutional models in the emerging countries, where also the export sector and mindset are relevant (APEX - Brazil, South African Chamber of Commerce, for instance);

(iii) Showcase the best practices of foreign trade promotion institutions such as the US Department of Commerce, the South African Chamber of Commerce, APEX Brasil, etc.;

(iv) Carry out the SWOT analysis of the Angolan institutions tasked with external trade development support;

(v) Provide a set of suitable recommendations to improve the country’s institutional support models for external trade.

(vi) Carry out other tasks that the consulting firm things are important, under the current assignment.

On-the-Job Training of IFE’s Staff (10) will cover the following areas (i) Business Intelligence and (ii) Project Management for 10 participants each.

The Institutional Capacity Building for Private Sector Development (ICBPSD) Project is now inviting eligible consultants to indicate their interest in providing these services. Interested consultants must provide information indicating that they are qualified to perform the services (brochures, description of similar
assignments, experience in similar conditions, availability of appropriate skills among staff, etc.). Consultants may constitute joint-ventures to enhance their chances of qualification. Only consultants from the African Development Bank member countries are eligible to submit their expression of interest (the list of member countries is available at [http://www.afdb.org/en/about-us/corporate-information/members/](http://www.afdb.org/en/about-us/corporate-information/members/)).

Eligibility criteria, establishment of the short-list and the selection procedure shall be in accordance with the African Development Bank’s “Rules and Procedures for the use of Consultants” dated May 2008 and revised in July 2012, which is available on the Bank’s website at [http://www.afdb.org](http://www.afdb.org).

Interested consultants consulting firms should request the EOI Forms to be filled out, prior to submission and may obtain further information by emailing lourenco.filipe@minec.gv.ao and capacity.proj@gmail.com

Expressions of interest must be delivered to the address below by May 3, 2017, not after 15:00 and should mention “PREPARATION OF A STUDY ON INSTITUTIONAL SUPPORT MODELS FOR EXTERNAL TRADE AND TRAINING IFE’S STAFF ON BUSINESS INTELLIGENCE AND PROJECT MANAGEMENT”

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