REQUEST FOR EXPRESSIONS OF INTERESTS - FIRM

Consultancy Services for Project Identification and Preparation
West Africa Regional Fasteners Market

**Brief description of the Assignment:** The African Development Bank’s department of Regional Integration (RDRI) intends to recruit a Consultancy Firm to support in project identification and preparation in the Fasteners (Nuts, Bolts, Screws, etc) Value Chain in Nigeria, Ghana, Togo and Cote d’Ivoire. The Firm will work with the Bank’s task team to identify areas of potential in the fasteners value chain, anchor firms within the region, and develop briefs for bankable project ideas. The project identification should have a specific focus on the ecosystem for fasteners in West Africa, including government policy, business environments, talent and skill, anchor industries and drivers in the region, as well as strategies to attract FDI in the sector.

**Place of assignment:** Abidjan, Cote d’Ivoire  
**Duration of the assignment:** 65 work days, spread over 6 months  
**Tentative Date of commencement:** 15 June, 2020  
**Deadline for applications:** May 25, 2020

The Consultants or Advisers may consist of a single firm or a consortium of firms with the technical expertise required to deliver on the assignment of project preparation for West Africa’s Fasteners (nuts, bolts, and screws) industry. In the case of a consortium, the consortium members must jointly identify one of the firms comprising the consortium as the Lead Consultant. The Lead Consultant will have primary responsibility of liaising with the Bank and for managing the consortium's activities as a whole.

**Submission of Expressions of Interest (EOIs)**  
Prospective Consultants should submit their Expression of Interest detailing the following information as basis for pre-qualification:

- Profile of firm/consortium including ownership structure and role of each corporate entity with full contact details of each firm;
- Details of direct experience in the Fasteners industry (including technical competence)
- Track record of successful project preparation leading to deals in West Africa
- Description of roles played in at least three (3) project development assignments, particularly in the Fasteners, Automotive or Construction industries and deals closed in emerging markets during the past seven (7) years (at least one of which should be in the past three (3) years);
- Copies of unabridged financial reports for the last 3yrs
- Experience working in West Africa, in bilingual settings – must show evidence of bilingual capabilities;
- The Advisers will be selected in accordance with the procedures set out in the African Development Bank’s “Rules and Procedures for the use of Consultants” July, 2012, which is available on the Bank’s website at [http://www.afdb.org](http://www.afdb.org);

(Please Note: Only the consortia that scale through the EOI stage will be considered at the next stage – Technical and Financial Evaluation Stages).
Applications or requests for clarification are to be submitted by email to both b.soungalo@afdb.org and o.omoluabi@afdb.org.

DETAILED TERMS OF REFERENCE:

1. Background/ Context

The African Development Bank has identified Regional Integration as a core priority for Africa’s realization for inclusive and sustainable development. Africa today has 36 countries out of forty in the world with the youngest population. Likewise, over 800 million young people will be in the market for meaningful employment and job creation by 2050. Providing employment for Africa’s young population is therefore crucial for the continent’s development and growth, particularly in areas such manufacturing and agriculture.

The industrial fastener is one of the emerging sectors that will allow African countries to capture greater opportunities of industrialization and creation of jobs. The global market for industrial fasteners has seen an increase global demand with a Compound Average Growth Rate (CAGR) of 5.4% for the past six years. This provides opportunities for African countries to enter this market, especially the continuous increase in demand is expected from automobiles, infrastructure development, construction, and maintenance sectors will provide favourable environment for both regional and global markets. Yet for this to efficiently happen, African countries must create RVCs by identifying opportunities at the regional level, creating the supporting infrastructure and the right business environment, as well as, harmonising rules and regulations.

As a result, the Bank’s Regional Integration Department (RDRI) commissioned a study in February 2019, to explore and analyze the market potential of developing a manufacturing base for fasteners (nuts, bolts, screws) in West Africa (specifically in Nigeria, Ghana, Côte d’Ivoire, Togo and Senegal). In line with the Bank’s High-5s, “Industrialize & Integrate Africa”, the goal of the initiative was to connect the regional supply chain by matching distributors with potential manufacturers while the government creates the favourable business and fiscal environment for successful deployment of the integrated value chain.

Following discussions with industry players in the selected countries, the study identified a few constraints, which have hindered the development of the fasteners industry, such as costly and unreliable power supply, lack of technical skills and training in manufacturing, poor access to long-term financing and working capital for manufacturing entities, and the overall unknown competitiveness of local fasteners manufacturers.

The study highlighted that the demand for fasteners already exists in West Africa, of which Nigeria is the largest importer (60% imports) and distributor in the region. Nigeria also currently serves as the port of entry for fasteners into the region (mostly importing from China and India). According to the study findings, Industrial fasteners demand in Nigeria and West Africa is primarily driven by construction ($300M by 2026), machinery ($222M by 2026), fabricated metal products ($107M by 2026) and automotive ($71M by 2026). Therefore, based on the analysis, Nigeria can create a minimum of 14,000 jobs (direct and indirect) and reach up to 57,000 jobs by 2027. Therefore, entering the regional fasteners manufacturing industry could help develop better skillsets, new competencies, different approach to industrialization, create quality and sustainable employment, strengthen the supply chain and attract Foreign Direct Investment.

As a result of the identified market potential for fasteners in the region, one of the study’s recommendations is to pilot the development of the fasteners industry in West Africa in countries
with the greatest potential and interest, namely Nigeria, Cote d'Ivoire and Togo by creating the enabling environment and ecosystems for the fasteners value chain. This would entail creating the business enabling environment and identifying potential manufacturers, looking to scale up production and serve as suppliers to the regional export market.

Therefore, the Regional Integration department (RDRI), in collaboration with the Regional Directorate for West Africa (RDGW) and Nigeria Country Department (RDNG) requires the services of a firm to support in project identification and preparation in the respective countries.

2. Objectives:

The focus of this assignment is to build on the work already carried out during the study, by identifying viable areas for Bank support using the lending instruments available. Following the identification of potential sovereign or non-sovereign operations to support the sector, the Consultant will assist in the preparation of project concept notes which will form the basis for internal processing. The Consultant will aim to identify opportunities in the value chain, particularly with strong potential for employment creation. In addition, the assignment should focus on the manufacturing ecosystem in West Africa and potential to develop a Regional Value Chain in fasteners sector.

3. Scope of the Consultancy

The Consultancy Firm will work with the Task team to identify areas of potential in the fasteners value chain, anchor firms within the region, and develop briefs for bankable project ideas. The project identification should have a specific focus on the ecosystem for fasteners in West Africa, including government policy, business environments, talent and skill, anchor industries and drivers in the region, as well as strategies to attract FDI in the sector.

The scope of the work shall include but not be limited to:

(a) Engagement with the Government Ministries responsible for Trade and Industrialization in the respective countries, Investment Promotion Agencies and other relevant agencies to define the framework and enabling environment for deploying fasteners manufacturing in the countries
(b) Clear mapping of the supply chains in each of the countries (including share services of raw material suppliers, processes, planning, logistics, managerial skillsets, etc.) and identification of vertical integration opportunities
(c) Engagement with anchor industries such as automotive and construction on industry needs and quality requirements for locally produced fasteners
(d) Identification of educational institutions (including vocational schools and training centers) in the region for skills development in manufacturing of fasteners
(e) Create a platform that enable value chain stakeholder engagement
(f) Preparation of Project briefs and prioritization of sovereign or non-sovereign project ideas as may be applicable in the respective countries.
(g) Drafting of Project concept note for selected project idea

4. Duties and Responsibilities

Under the supervision of the Task manager and members of the project team, the Firm will:
1) Engage with relevant government agencies and private sector and prepare detailed project concept note outlining areas of Bank support to the fasteners industry for the selected countries
2) Liaise with the necessary officers in the Bank including country offices.
3) Any other work related to the assignment as delegated by the task manager.

5. **Key Qualifications of the Lead Consultant**

The Lead Consultant must meet the following criteria:

1) Advanced Degree in Business management, engineering, economics or related discipline
2) Minimum of 15 years work experience in management of value chains, specifically in the fasteners industry
3) Practical experience in supply chain management, particularly in developing countries
4) Excellent in writing skills
5) Fluent in English and French
6) Be a national of one of the member countries of the Bank

6. **Consultation with RDRI and Reporting**

In performing its duties and responsibilities under the contract, the Consultancy Firm shall regularly consult and interact with the department for Regional Integration (RDRI). The Firm will work closely with other relevant departments of the Bank, which would be introduced by RDRI and the stakeholders. The Consultant shall prepare and submit to the Bank for review and comments, and provide frequent updates, on the progress made on deliverables.

7. **Language**

All the deliverables shall be written in English language.

8. **Duration of Assignment**

The consultancy assignment shall be over a period of 65 days, spread over 6 months, commencing June 15, and terminating on December 15, 2020. However, these dates and those in the schedule of deliverables may face delays due to the COVID-19 pandemic.

9. **Schedule of Deliverables**

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<thead>
<tr>
<th>Outputs</th>
<th>Content/ Requirement</th>
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<tbody>
<tr>
<td>Initial Engagement with Government and Private sector</td>
<td>Proposal of the detailed methodology and output, which is not more than five (5) pages</td>
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