REQUEST FOR EXPRESSIONS OF INTEREST
AFRICAN DEVELOPMENT BANK
African Natural Resources Centre
Avenue Jean II, 01 BP 1397
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REQUEST FOR EXPRESSION OF INTEREST FROM CONSULTING FIRMS:
FINANCIAL MODELLING FOR THE EXTRACTIVE SECTOR (FIMES) IN
TRANSITIONAL COUNTRIES
(Guinea, Liberia, Mali, Madagascar, Niger, Sierra Leone, South Sudan and Zimbabwe)

1. The African Natural Resources Centre of the African Development Bank hereby invites consulting firms to indicate their interest in the following Assignment: **Financial Modelling for the Extractive Sector (FIMES) In transitional countries in Africa** (Guinea, Liberia, Mali, Madagascar, Niger, Sierra Leone, South Sudan And Zimbabwe)

2. The services to be provided under the Assignment include:

Under the supervision of the AfDB FIMES project team, and in coordination with the national focal points in the eight countries, and the respective AfDB country offices; the selected Consulting firm will carry out two key tasks but not limited to the following:

**Task 1: Capacity Building and Training Programme on Financial Modeling**
This task is sub-divided in three (3) phases namely:

- **Phase 1 - Preliminary online course:** The consulting firm will deliver a preliminary online training course for selected national trainees across the eight beneficiary countries.

- **Phase 2 – Training Workshop:** The consulting firm will deliver intensive 5-Day in-country training workshops for selected 20 trainees in each of the eight project countries.

- **Phase 3 – Final Sprint:** The consulting firm will deliver a second set of 5-day in-country training workshops for the 20 cohort trainees in each of the eight project countries.

**Task 2: Peer Learning and Knowledge Exchange**
Under this task, the specialized Consulting Firm will develop an interactive and user-friendly Knowledge Hub to support knowledge sharing and peer learning for the 160 project beneficiaries from the eight project countries. The Hub should be accessible to the public with the capacity to host virtual-audio conferences and media content.

3. The **African Natural Resources Centre** invites consulting firms to indicate their interest in providing the above-described services. Interested consulting firms shall provide information on their qualifications and experience demonstrating their ability to undertake this Assignment (documents, reference to similar services, experience in similar assignments, etc.).

4. The eligibility criteria, the establishment of a short list and the selection procedure shall be in conformity with the Bank’s **Procurement Policy for Recruitment of Corporate Consultants**, available on the Bank Website at [https://www.afdb.org/en/projects-and-operations/procurement/resources-for-borrowers/policies-procedures](https://www.afdb.org/en/projects-and-operations/procurement/resources-for-borrowers/policies-procedures). Please, note that interest expressed by a consulting firm does not imply any obligation on the part of the Bank to include the firm in the shortlist.
5. The estimated duration of services is **24 calendar months** and the estimated starting date is **April 1, 2020**.

6. Interested Consulting firms may obtain further information at the address below during the Bank’s working hours: **08:00 – 17:00**

7. Expressions of interest must be received at the address below no later than **February 28, 2020** at 17:00 Abidjan local time and specifically mentioning **Expression of Interest: Financial Modelling for the Extractive Sector (FIMES) in Transitional Countries in Africa**.

For the attention of:
**Ms. Maali HARRATHI**
African Development Bank
African Natural Resources Centre
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01 BP 1397,
Abidjan,
Cote d'Ivoire
**M.HARRATHI@AFDB.ORG**
1. **Background**

The African Development Bank Group (hereinafter “the Bank” or “AfDB”) supports national efforts aimed at industrializing and integrating Africa, has embarked on an ambitious journey to promote inclusive and sustainable economic growth in its Regional Member Countries (RMCs). By envisioning the future of sustainable economic growth in Africa, the AfDB is focusing on mobilising resources to drive infrastructure and structural transformation.

The AfDB Ten Year Strategy and the High 5s identify natural resources as a critical factor in the transition to green growth in Africa. In response to the challenges facing sustainable management of African natural resources, the AfDB created the African Natural Resources Centre (ANRC) to provide advisory services and technical assistance to RMCs to harness natural resources for sustainable development. The Centre performs its mandate through the following approaches: knowledge generation, dissemination, policy advocacy and country support.

The Centre is launching a project on strengthening domestic resource mobilisation through financial modeling for the extractive sector (FIMES) in transitional countries. The FIMES project seeks to build the capacity for financial modeling and, in turn, strengthen DRM, institutional capacity and resilience in selected transitional, resource-rich countries in Africa, namely: Guinea, Liberia, Mali, Madagascar, Niger, Sierra Leone, South Sudan and Zimbabwe.

The AfDB, through the African Natural Resources Centre, is seeking the services of a consultancy firm with the requisite experience and competence in financial modeling and public sector capacity building to deliver specific elements of the project.

2. **Project objectives**

The main objective of the FIMES project is to enhance the ability of governments in the focal countries to improve domestic resource mobilisation from the extractive sector using financial modeling. More specifically, the project will:

a) build and enhance the capacity of government institutions to use financial modeling of extractive projects to inform strategy setting, negotiate contracts and concessions, design fiscal regimes, carry out risk assessments, and inform budget forecasts;

b) improve governments’ access to data needed to input into the financial models and capacity to interpret and analyse them in a manner consistent with fiscal requirements;

c) support extractive sector regulatory structures and the coordination mechanisms within national governments to maximise the impact of financial modeling on resource revenue management;

d) enhance the overall capacity of state regulatory agencies to forecast and monitor revenues from extractive industry projects and investments.

e) guide decision-making in the review of national mining or petroleum legislation and policies.
3. **Tasks for the Consulting Firm**

The consulting firm is expected to perform the following tasks:

<table>
<thead>
<tr>
<th>Activity</th>
<th>Quantity</th>
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<tbody>
<tr>
<td><strong>1. Capacity Building and Training Programme</strong></td>
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<tr>
<td>1.1 Preliminary online course</td>
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<td>In the first phase, there will be an open call for participants for the training workshops disseminated to the eight countries through an online tuition platform developed by the consulting firm. National cohorts of 20 policy officials, or 160 participants across the eight countries, will be then enrolled for the introductory course, and go through a basic online training.</td>
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<td>1.2 Phase II Training Workshops</td>
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<td>The second phase will involve intensive five-day national training workshops on financial modeling, delivered by the specialised consulting firm in the eight countries, in coordination relevant national agencies the AfDB Country/Regional Offices. The training workshops will involve the same national cohorts of 20 participants in each of the eight countries, drawn from the key line ministries and agencies responsible for revenue mobilisation and monitoring in the extractive sector.</td>
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<td>1.3 The Final Sprint</td>
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<td>The third phase of the training programme, called the final sprint, is a dedicated five-day session for the national trainee cohorts in the eight countries, where they will receive in-depth training, use actual real-world examples from their countries. This phase will equip the cohort with the skills to apply financial models to use-cases from their countries, and develop model parameters for application to specific extractive industry projects. This phase is termed the final sprint, given the emphasis on accelerated learning and rapid deployment of financial models to country cases and real-world experiences.</td>
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| 2. Peer Learning and Knowledge Exchange       | 1        |
| a. Online Knowledge Hub                       |          |
| The consulting firm will develop a knowledge hub, with the guidance of the AfDB project team, to support knowledge exchange and peer learning for the project beneficiaries. The portal will be used to deliver the preliminary online course to the 160 beneficiaries in the eight countries. This hub will also serve as a repository for documents and information that can be shared between the project beneficiaries and stakeholders. Technical information and updates on financial modelling will be shared via the hub. The hub will have the capacity to host virtual conferences and media content (infographics and videos). The hub will continue to exist after the end of the project, in order to facilitate the growth of a community of practice on financial modeling in Africa. |          |
All activities will be performed by the firm with the supervision and guidance of the AfDB project team, and in coordination with the national institutional focal points in the eight countries, and the respective AfDB country offices.

4. **Deliverables**

The expected deliverables from the consulting firm include:

- Inception report, detailing proposed methodology and approach including work programme with a list of periodic deliverables and corresponding timelines, to be submitted 2 weeks after the start of the assignment. The work programme needs to include a list of potential risks to completion of the assignment and ways in which these risks will be addressed.
- Organisation of national training workshops for 20 participants in each of the eight countries (Phase II).
- Organisation of national training workshops for 20 participants in each of the eight countries (The Final Sprint).
- Development and use of an online knowledge hub for the preliminary online course, and to foster peer learning and knowledge exchange between the project beneficiaries and other stakeholders.
- Development of curricula and training materials and guidelines for all activities listed above
- In coordination with the AfDB, provide technical inputs for two thematic learning workshops organised for the project beneficiaries.
- Provide annual reports detailing project activities and milestones.
- A final project report that describes the activities undertaken, goals and targets achieved, a financial report, and a section on risks/challenges encountered and recommendations to the AfDB for sustainability and continuity of the project.

5. **Duration**

The duration of the assignment is 24 months.

6. **Criteria for Selection of Consulting Firm**

- A recognized consulting firm with over ten years’ experience of working in financial modeling in the extractive industries, and the use of quantitative tools to inform decision-making on natural resource revenue management.
- Experience in designing customised capacity building and advisory services for African governments and public sector agencies, preferably in Africa and in fragile situations.
- The consulting firm should have a team of financial modelers and experts with deep knowledge of the extractive sector capable of delivering the assignment, such as economists, petroleum and mining engineers.
- Technical expertise and adequacy of the team that will conduct and manage the proposed assignment in the eight countries (quality and quantity of modellers and sector experts).
- Strong programming skills in the use of advanced software development language that integrates with EXCEL and Sequential Query database language would be required such as Python, C#, C++, JAVA, PHP, etc.
- Strong and demonstrated capacity to design and utilise online learning platforms to deliver training programmes in financial modeling and/or resource revenue management for public sector officials
- Demonstrated ability to design online knowledge hubs with multimedia and social media capabilities
- Demonstrated ability to produce infographics and carry out data analysis and aggregation for use by a broad audience.
- Knowledge of the FAST standard or other globally recognised standards for the use of financial modeling.
- Excellent communication and facilitation skills;
- Ability to produce high quality analytical and project reports;
- High organizational and ability to handle complex tasks with tight deadlines
- Excellent ability to communicate in English and French (for the Francophone countries).

7. **The AfDB’s obligation**

   The AfDB will facilitate the firms’ task by providing the means necessary to successfully carry out their mission as well as the documentation, information, and any other elements in its possession.

8. **Responsibilities of the Consulting Firm**

   The consulting firm shall make available all project reports, training guides, software, databases and online platforms that shall be the exclusive property of the Bank.

9. **Reporting**

   For the duration of the assignment, the consulting firm will report directly to the FIMES project manager, under the overall supervision of the Division Manager, Policy Analysis in the African Natural Resources Centre.

10. **Terms and conditions**

    AfDB conditions on the procurement of Consulting firms for projects will apply.