



## **Expression of Interest for the Installation and Upgrade of Solar System In selected Border Control Posts in Malawi.**

### **Background**

The Southern Africa Trade and Connectivity Project (SATCP), funded by the World Bank with a \$150 million budget over six years (July 1, 2021, to June 30, 2027), aims to bolster private sector engagement along designated corridors in Malawi and Mozambique. Its overarching goal is to support these countries in enhancing regional trade coordination, minimizing trade costs and time, fostering the development of regional value chains, and enhancing access to infrastructure. SATCP, along with initiatives like the Common Market for Eastern and Southern Africa (COMESA), facilitates significant economic benefits by promoting increased regional trade, income growth, job creation, and resilience to economic shocks through coordinated and controlled movements across borders.

In this context, promoting regular cross-border movement to enhance trade is essential for advancing Malawi's development priorities and supporting the implementation of the African Continental Free Trade Agreement (AfCFTA) as mandated by the African Union (AU) Member States, especially across identified trade routes/ corridors with significant economic roles. However, frequent delays in passenger and freight movement result in significant financial losses for the region annually. Inadequate and disjointed border management remains a primary obstacle to trade facilitation, leading to increased delays and prolonged immigration and customs processing times. Moreover, insufficient information and data-sharing systems among neighbouring countries, coupled with a lack of harmonized immigration ICT systems and challenges such as the COVID-19 pandemic, further hinder the smooth movement of people and goods across borders.

In the framework of the project “Supporting the Government of Malawi in Strengthening Migration Management through Expansion of the Migration Information and Data Analysis System (MIDAS)”, funded by the World Bank, the International Organization for Migration (IOM) will provide the

border information system (MIDAS<sup>1</sup>), complementing backup power systems and data communication systems, along with substantial multi-stepped trainings and technical support.

## Scope of Work:

The scope of work includes, but is not limited to:

- Comprehensive assessment of existing LAN infrastructure in the following borders (Kamuzu International Airport, Dedza, Mchinji, Namizana, Mqocha, Songwe, Katumbi/Hewe, Mbilima, Biriwiri, Chileka, Mwanza, Marka, Muloza, Nayuchi, Chiponde, and Katuli/Kalanje).
- Design and implementation of Solar System to meet current and future requirements.
- Installation of a Solar system using the latest technology in the existing infrastructure.
- Documentation of the activities and handover notes for future improvements.

## Eligibility Criteria:

Interested parties should meet the following criteria:

- Demonstrate experience in Installation and Maintenance of Solar systems, preferably in border or similarly sensitive environments.
- Proven track record of successful project delivery within the stipulated time frame and budget.
- Financial capacity of the business to undertake the activity.
- Technical expertise in the latest Solar technologies and security measures.
- Compliance with all relevant regulatory and security requirements.

## Submission Requirements:

Interested contractors are requested to submit the following documents:

- Company profile and portfolio highlighting relevant experience.
- Detailed project approach and methodology.
- Financial statement to ascertain the capacity to deliver.

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<sup>1</sup> MIDAS: Migration Information and Data Analysis System. A border management information system developed and supported by IOM, and provided to Member States, and other States as possible, through donor support.

- Resumes of key personnel to be involved in the project.
- References from previous clients with similar projects.
- Any other relevant supporting documents.

### Submission Deadline:

Please submit your Expression of Interest and all required documents by 11<sup>th</sup> February 2025 to IOM Office at Golden Peacock Hotel, Area 13 – Plot No. 97. Lilongwe.

### Evaluation Process:

All submissions will be evaluated based on the following criteria:

- Relevant experience and past performance.
- Technical capability and methodology.
- Financial stability , cost-effectiveness and Tax Compliance
- Quality and completeness of the submission.
- References and client feedback.