THE UNITED REPUBLIC OF TANZANIA

MINISTRY OF TRANSPORT

TANZANIA RAILWAYS CORPORATION

SECOND TANZANIA INTERMODAL AND RAIL DEVELOPMENT PROJECT (TIRP-2)
PROJECT ID NO: P176682
IDA CREDIT NO: 7529-TZ

INVITATION TO EARLY MARKET ENGAGEMENT (EME) WORKSHOP

(PHYSICAL AND VIRTUAL CONSULTATIVE MEETING)

The Government of the United Republic of Tanzania, through the Tanzania Railways Corporation (TRC), has received financing from the International Development Association (IDA) of the World Bank toward the implementation of the Second Tanzania Intermodal and Rail Development Project (TIRP-2).

The Project aims to improve safety, climate resilience, and operational efficiency along the Dar es Salaam – Isaka Central Corridor.

Indicative Upcoming Procurement Opportunities

Lot 1: Dar es Salaam – Tabora (Infrastructure Rehabilitation & Safety Strengthening)

- Track rehabilitation across priority sections (~250–260 km cumulative)
- Rehabilitation of major station yards (Morogoro, Dodoma, Tabora, including Ilala Terminal)
- Installation of approximately 28 automated level crossing safety systems
- Rehabilitation and construction of approximately 34 bridges and culverts
- Urban rail safety interventions including fencing and access control

Lot 2: Tabora – Isaka

- Complete track renewal (~135 km)
- Rehabilitation of approximately 90 bridges and culverts
- Associated earthworks, drainage, and climate resilience works

Purpose of the Early Market Engagement (EME)

TRC is undertaking an Early Market Engagement (EME) process as part of procurement preparation for large-value railway rehabilitation contracts under TIRP-2.

The EME is intended to:

- Inform the market of upcoming procurement opportunities;
- Obtain structured feedback on packaging, contract strategy, and risk allocation;
- Assess market capacity, capability, and level of interest;

- Identify key risks and implementation considerations.

The early market engagement workshop represents the next stage of this engagement, providing a structured platform to interact with qualified firms, clarify project scope and requirements, and support updating the PPSD to include the comprehended rated criteria for the intended works packages. Feedback from interested contractors on the proposed technical, commercial, and performance requirements, as well as other key bidding parameters, will enable TRC to refine its procurement approach while ensuring that potential bidders are well informed and positioned to participate in the competitive bidding process.

The outcomes of this process will directly inform the Project Procurement Strategy for Development (PPSD) and enhance competition and Value for Money in accordance with World Bank Procurement Regulations.

Invitation for Expression of Interest and Questionnaire Submission

TRC hereby invites interested and eligible firms to:

1. Submit an Expression of Interest (EOI)

Indicating their interest to participate in the forthcoming EME Workshop, either physically or Virtually

2. Complete and Submit the EME Questionnaire

All interested firms are required to complete the EME Questionnaire available at the link below:

Dar-es-Salaam to Tabora https://forms.gle/f32SZvtcpoja5yX7A

Tabora to Isaka: https://forms.gle/4bMDVY5Wzot87mk46

Submission Deadline

All Expressions of Interest and completed EME Questionnaires must be submitted by: **13th May 2026**

Date of EME Workshop: **20 May 2026**

Time: **14:00 Hours Local Time**

Physical Address: **TRC Headquarters Office, Conference Room, First Floor, Sokoine Drive, Dar es Salaam, TANZANIA**

Virtual Participation:

A virtual participation link will be shared with registered participants in advance of the workshop.

Eligibility to Participate

Participation is open to:

- International contractors with railway infrastructure experience;
- Regional and local contractors;
- Specialized firms in railway systems, bridges, signaling, and related infrastructure;
- Potential joint venture partners and industry stakeholders.

Submission of EOI

Interested firms should submit their Expression of Interest via email to: dg@trc.co.tz (Copy to: singo.mlemba@trc.co.tz; jamal.ngereja@trc.co.tz; mlingars@yahoo.co.uk)

EOI should include:

- Company name and country of registration
- Contact person and designation
- Email address and telephone contact
- Preferred mode of participation (Physical or Virtual)

Important Notice

- This is a market engagement exercise only and does not constitute a procurement process.
- Participation is not a prequalification requirement for future tenders.
- Information provided will be treated with confidentiality and used solely for procurement planning purposes.

Contact for Enquiries

For further information, please contact:

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- Eng. Singo Mlemba – singo.mlemba@trc.co.tz (Mobile No: +255754940411)
- Mr. Jamal Ngereja – jamal.ngereja@trc.co.tz (Mobile No: +255752059290)
- Eng. Gwandumi Mwangosi – gwandumi.mwangosi@trc.co.tz (Mobile No: +2557672923299)
- Dr. Ramadhani Mlinga – mlingars@yahoo.co.uk (Mobile No: +255767999943)

DIRECTOR GENERAL.
TANZANIA RAILWAYS CORPORATION (TRC)

Attachments

1. **Annex 1**- Summary of Evaluation and Qualification Criteria for Dar-es-Salaam to Tabora Railway Rehabilitation
2. **Annex 2**- Summary of Evaluation and Qualification Criteria for Tabora to Isaka Railway Rehabilitation
3. **Annex 3**- Proposed Rated Criteria

ANNEX 1

Summary of Evaluation & Qualification Criteria

FOR

DAR-ES-SALAAM TO TABORA RAILWAY REHABILITATION WORKS

1. Procurement & Evaluation Approach

- Procurement Method: International Competitive Procurement (RFB)
- Bidding Format: One Stage, Two-Envelope (Technical + Financial)
- Evaluation Method: Rated Criteria (Most Advantageous Bid)
- Indicative Weighting:
    - Technical: ~75%
    - Financial: ~25%

Only bidders meeting **technical responsiveness and qualification requirements** will proceed to financial evaluation.

2. Scope Context (for Calibration of Criteria)

Core Quantities (from Bidding Document)

- Railway Track Rehabilitation: ~171 km (selective priority sections)
- Station Yards: 3
- Station Buildings: 12
- Bridges: 2
- Culverts: 32
- Level Crossings: 8

Expanded Engineering Scope

- Corridor length: **~840 km (Dar–Tabora main line)**
- Selective rehabilitation across priority sections (segmented works)
- Station upgrades (e.g., Morogoro, Dodoma, Tabora, Ilala Terminal)
- Bridge and culvert rehabilitation works
- Level crossing safety improvements
- Urban safety interventions (fencing, access control)
- Works under **live railway operations (traffic interface critical)**

3. Minimum Qualification Requirements

3.1 Financial Capacity

Bidders shall demonstrate:

- Adequate **financial resources** (liquidity, credit lines, etc.) to meet cash flow requirements;
- Capacity to execute **large-scale infrastructure contracts** alongside existing commitments.
- Average annual turnover: **to be confirmed (indicative ≥ USD 50–60 million per package)**
- Access to liquid assets/credit: **to be aligned with contract cash flow requirements**

3.2 Experience Requirements

(a) General & Specific Experience

- Proven experience in **railway track rehabilitation and/or construction**
- Experience in **bridge and culvert works**
- Demonstrated capability in **large linear infrastructure projects**

(b) Similar Contracts

- At least **1–2 contracts of similar nature, complexity, and scale** completed or substantially completed within the last **5–10 years**
- Similarity assessed on:
    - Contract value
    - Length/scale (km of railway works)
    - Technical complexity
    - Construction methods and delivery rate

3.3 Environmental & Social (ES) Experience

Bidders must demonstrate:

- Experience in managing **Environmental, Social, Health & Safety (ESHS)** risks in infrastructure projects
- Implementation of:
    - Site-specific ES management plans (C-ESMP)
    - Occupational Health & Safety measures

Experience should be from contracts executed **since 2020**.

3.4 Key Personnel (Minimum Indicative Requirements)

Position	Qualification	Experience
Project Manager	Civil Engineering Degree	≥15 years (≥12 in similar role)
Project Planner	Engineering/Construction Management	≥10 years (≥8 in similar role)
Structural/Bridge Engineer	Relevant Degree	≥10 years
Signaling & Telecom Engineer	Relevant Degree	≥10 years

3.5 Equipment Requirements (Minimum Indicative requirements)

Bidders should demonstrate access to specialized railway equipment, including:

- Track laying and rail handling systems (e.g., gantry cranes)
- Welding equipment (flash butt and thermit)
- Track maintenance machinery (tamper, ballast regulator)
- Rail testing and inspection equipment

4. Technical Proposal Evaluation (Rated Criteria)

See Annex 3

5. Financial Evaluation

- Based on **corrected and evaluated bid price**
- Adjustments for arithmetic errors and minor omissions
- Conversion to a single currency (TZS)
- No domestic preference applied (indicative)

ANNEX 2

Summary of Evaluation & Qualification Criteria

FOR

TABORA TO ISAKA RAILWAY REHABILITATION WORKS

1. Procurement & Evaluation Approach

- Procurement Method: International Competitive Procurement (RFB)
- Bidding Format: One Stage, Two-Envelope (Technical + Financial)
- Evaluation Method: Rated Criteria (Most Advantageous Bid)
- Indicative Weighting:
    - Technical: ~75%
    - Financial: ~25%

Only bidders meeting **technical responsiveness and qualification requirements** will proceed to financial evaluation

2. Scope Context (for Calibration of Criteria)

- Railway Track: **135 km**
- Stations: **7**
- Bridges: **1**
- Culverts: **88**
- Level crossings: **12**
- Signaling & telecom system included

3. Minimum Qualification Requirements

3.1 Financial Capacity

Bidders must demonstrate:

- Adequate **liquidity and credit access**
- Capacity to finance works and cash flow
- Average annual turnover: **~USD 20–30 million**
- Liquid assets/credit: **aligned to contract cash flow needs**

3.2 Experience Requirements

(a) General Experience

- Proven track record in **civil works and infrastructure projects**

(b) Specific Experience

- Railway track rehabilitation / construction
- Bridges and culverts works
- Experience with **integrated systems (track + structures + signaling)**

(c) Similar Contracts

- At least **1–2 similar contracts** in last **5–10 years**
- Similarity assessed on:
    - Value
    - Length/scale
    - Technical complexity
    - Delivery methods and productivity
- At least **one contract ≥ USD 15–25 million** (or equivalent)

3.3 Environmental & Social (ESHS) Requirements

- Demonstrated experience in:
    - Environmental & Social management (C-ESMP)
    - Occupational Health & Safety
- Experience from projects executed **since ~2020**

3.4 Key Personnel (Indicative Minimums)

Position	**Qualification**	**Experience**
Project Manager	Civil Engineering	≥12–15 years
Planner	Engineering/Construction	≥8–10 years
Bridge/Structural Engineer	Relevant degree	≥8–10 years
Signaling/Telecom Engineer	Relevant degree	≥8–10 years

3.5 Equipment Requirements

Bidders must demonstrate access to:

- Track works equipment (rail laying, tamping, ballast control)
- Welding equipment (thermit/flash butt)
- Bridge/culvert construction equipment
- Inspection/testing equipment

4. Technical Evaluation (Rated Criteria)

See the proposed rated Criteria **Annex 3**

5. Financial Evaluation

- Evaluated bid price (corrected and adjusted)
- Arithmetic corrections
- Discounts considered
- Conversion to single currency
- Abnormally low bids may be rejected after clarification

6. Combined Evaluation

- Ranking based on:
    - Technical score + Financial score
- Contract awarded to:

"Most Advantageous Bid" (highest combined score)

ANNEX 3

PROPOSED RATED CRITERIA

Rated criteria	Sub criteria and weight	Key considerable factors
Technical capacity and value added (80%)	Construction Methodology & Technical Approach	• Methodology for track rehabilitation (rails, sleepers, ballast, welding) • Methodology for bridges & culverts rehabilitation • Constructability and optimization of Employer's Design • Constructability and optimization of Employer's Design • Technical innovation/value engineering (without altering design intent)
	Work Program & Possession Strategy	• Detailed work program (critical path, realism) • Possession strategy (track access, block planning) • Phasing across sections (corridor segmentation) • Recovery strategy for delays • Integration with train timetable
	Railway Operations & Interface Management	• Strategy to maintain safe railway operations • Traffic management and temporary operating procedures • Coordination with signaling/operations teams • Emergency response and incident management
	Key Personnel & Organization	• Existence of a team with the required experience and technical skills (Project Manager, Permanent Way Engineer, Planner • Organizational structure and staffing continuity
	Plant, Equipment & Logistics	• Availability of specialized railway equipment • Equipment, productivity and adequacy • Mobilization schedule • Material logistics and supply chain
	Quality Assurance & Technical Control	• QA/QC systems and procedures • Inspection & testing regime • Compliance with specifications
	Risk Management & Resilience	• Risk identification (railway-specific risks) • Mitigation strategies • Contingency planning

Environmental social and regulatory compliance (10%)	Environmental/Climate Responsive Plan	Sustainable Procurement & Climate Resilience
	History of Compliance (WB ESF + National Law)	Mandatory ESF Compliance
	Local Regulatory and Permitting Knowledge	Ability to navigate the national legal system and project specific requirements to minimize implementation delays
Local content, Capacity building and technology transfer (10%)	Local Labor, Suppliers, & Materials	Level of utilization of local labor, suppliers and materials
	Technology and Knowledge Transfer	Training and skills transfers
	Local JV, Subcontracting, or Partnerships	Supports the development of local industry by measuring commitment to structured and formal partnerships with national companies.

A. Technical Capacity and Value Added – 80%

Sub-Criteria	Weight
1. Construction Methodology & Technical Approach	20%
2. Work Program & Possession Strategy	18%
3. Railway Operations & Interface Management	14%
4. Key Personnel & Organization	10%
5. Plant, Equipment & Logistics	8%
6. Quality Assurance & Technical Control	5%
7. Risk Management & Resilience	5%

B. Environmental, Social, and Regulatory Compliance – 10%

Sub-Criteria	Weight
1. Environmental / Climate Responsive Plan	4%
2. History of Compliance (WB ESF + National Law)	3%
3. Mandatory ESF Compliance	2%
4. Local Regulatory & Permitting Knowledge	1%

C. Local Content, Capacity Building & Technology Transfer – 10%

Sub-Criteria	Weight
1. Local Labor, Suppliers & Materials	4%
2. Technology & Knowledge Transfer	3%
3. Local JV / Subcontracting / Partnerships	3%

Key Performance Indicators (KPI)

S/No	Technical Factor	Key Performance Indicators (KPI)
A. TECHNICAL CAPACITY & VALUE ADDED (80%)		
1.	Construction Methodology & Technical Approach	• Method statements fully address all work components (track, bridges, culverts, systems) and comply with Employer's Requirements (design & method reports) • Constructability demonstrated under live railway operations (evaluation & progress reports) • Productivity achieved vs planned outputs (track laying, ballast, structures) (%) (monthly progress reports) • Number of technical non-conformities identified per month (QA/QC reports) • Evidence of value engineering without deviation from design intent (design/technical reports)
2.	Work Program & Possession Strategy	• Approved work program aligned with realistic sequencing and critical path (baseline vs actual program) • Percentage adherence to planned schedule (%) (progress reports) • Possession utilization efficiency (%) (productive vs allocated track time) • Number of delayed milestones vs planned milestones (progress reports) • Effectiveness of delay recovery measures (revised work program updates)
3.	Railway Operations & Interface Management	• Number of train delays attributable to contractor activities (operations logs) • Number of unplanned track closures (operations reports) • Compliance with agreed traffic management and temporary operating procedures (supervision reports) • Incident response time (minutes) for operational disruptions • Number of safety incidents affecting railway operations (OHS reports)
4.	Key Personnel & Organization	• Key staff meet required qualifications; replacements approved and equivalent or better (HR & supervision records) • Staff mobilization in accordance with approved plan (%) (progress reports) • Staff retention rate (%) during project execution • Adequacy of organizational structure for project delivery (evaluation & supervision reports)
5.	Plant, Equipment & Logistics	• Number and adequacy of specialized railway equipment available on site (monthly equipment reports) • Equipment utilization rate (%) (site records) • Equipment downtime (%) (maintenance logs) • Timeliness of material delivery vs schedule (%) (logistics reports) • Availability of critical materials without disruption (site reports)

6.	Quality Assurance & Technical Control	• QA/QC system implemented as per approved plan (QA reports) • First-time pass rate (%) for inspections and tests (QA/QC records) • Number of defects identified per month (defect logs) • Compliance with technical specifications (%) (inspection reports)
7.	Risk Management & Resilience	• Risk management plan implemented and updated regularly (risk registers) • Percentage of identified risks effectively mitigated (%) (risk reports) • Number of unforeseen risk events impacting schedule/cost (#) • Time taken to resolve critical risks (days)
B. ENVIRONMENTAL, SOCIAL & REGULATORY COMPLIANCE (10%)		
8.	Environmental / Climate Responsive Plan	• Implementation of ESMP in line with approved plan (%) (environmental reports) • Number of environmental incidents reported (#) • Compliance with waste management requirements (%) • Implementation of climate resilience measures (site verification reports)
9.	History of Compliance (WB ESF + National Law)	• Record of past environmental/social compliance (evaluation reports) • Number of regulatory violations during execution (#) • Compliance with audit recommendations (%) (audit reports)
10.	Mandatory ESF Compliance	• ESF requirements met as per contract (Pass/Fail at evaluation stage) • Number of ESF non-compliance issues during execution (#) • Grievance resolution time (days) (GRM reports)
11.	Local Regulatory & Permitting Knowledge	• Timeliness in obtaining required permits (days vs plan) • Compliance with national regulatory requirements (%) • Number of regulatory delays attributable to contractor (#)
C. LOCAL CONTENT, CAPACITY BUILDING & TECHNOLOGY TRANSFER (10%)		
12.	Local Labor, Suppliers & Materials	• Percentage of local labor employed (%) (progress reports) • Percentage of procurement spend on local suppliers (%) • Proportion of materials sourced locally (%) by category (material records)
13.	Technology & Knowledge Transfer	• Number of personnel trained (#) (training reports) • Number of training hours delivered (#) • Demonstrated transfer of technical skills (assessment reports)
14.	Local JV / Subcontracting / Partnerships	• Percentage of contract value subcontracted to local firms (%) • Number of active local subcontractors engaged (#) • Compliance with agreed subcontracting limits (%) • Evidence of structured partnerships with local firms (contracts/reports)