

TANZANIA RAILWAYS CORPORATION



TENDER NO.: PA/154/HQ/2022-23/C/9A

FOR

CONSULTANCY SERVICES FOR PREPARING COMPREHENSIVE BUSINESS TRANSFORMATION STRATEGY FOR TANZANIA RAILWAYS CORPORATION

INVITATION FOR EXPRESSION OF INTEREST (EOI)

Date: 30th August, 2023

1. This invitation for Expression of Interest follows the General Procurement Notice (GPN) which advertised online through TANePS on 12th July, 2022 and posted on TRC's and PPRA's website, www.trc.co.tz & www.ppra.go.tz respectively.
2. The Government of Tanzania through Tanzania Railway Corporation has set aside funds for the operation during the financial year 2022-2023. It is intended that part of the proceeds of the fund will be used to cover eligible payment under the contract for the Consultancy Services for **Consultancy Services for Preparing Comprehensive Business Transformation Strategy for Tanzania Railways Corporation**
3. Tanzania Railways Corporation (TRC) is a government-owned entity that was established by the Railways Act No. 10 of 2017 with a mandate to develop, operate, and maintain rail infrastructure and rail transport in the Country. Thus, it is responsible for operating two railway networks in Tanzania: Meter Gauge Railway (MGR) undergoing rehabilitation and Electrified Standard Gauge Railway (SGR) which is under construction. The improvement of rail transport in the country is done to promote seamless supply chain management within the Country and abroad. The two railway networks will link Tanzania with neighboring countries of Uganda, Rwanda, Burundi, and the Democratic Republic of the Congo (DRC) through the port of Dar es Salaam on the Indian Ocean to the port of Mwanza on the shore of Lake Victoria in northern Tanzania and port of Kigoma on the shore of Lake Tanganyika in western part of the Country. Currently, Tanzania has a total network of 3,678 km whereby 2,707 km is operated by TRC and 970 km by the Tanzania Zambia Railway Authority (TAZARA). Furthermore, the Government under TRC is developing a Standard Gauge Railway Network of 4,338 km in three corridors and commuter services
4. TRC is hereby looking for eligible and capable firms to indicate their interest in providing the consulting for Preparing Comprehensive Business Transformation

Strategy for Tanzania Railways Corporation. The primary objective of this consultancy service is to review and redevelop TRC's Business Strategy to achieve the following goals:

- i. Improve the overall efficiency, profitability, and sustainability of TRC's and TAZARA operations;
 - ii. Develop strategies to increase railway market share in the transportation sector in light of the SGR Railway network which is under construction and in combination or synergies with TAZARA Railway Line;
 - iii. To study and recommend on private sector participation in rail operations and infrastructure management for both TRC and TAZARA;
 - iv. To review and recommend organization structure that reflects international best railway practices in infrastructure management and operations; and
 - v. Identify opportunities for revenue growth and diversification including real estate for both TRC and TAZARA.
5. The scope of work shall include, but not be limited to the following:
- i. Traffic forecast and traffic demand analysis for both TRC (MGR & SGR) and TAZARA
 - ii. Assessment of railway operation and commercial strategies for TRC and TAZARA
 - iii. Assessment of infrastructure, rolling stock, operation and maintenance for TRC and TAZARA
 - iv. Institutional development plan for the TRC and TAZARA
 - v. Assessment of Land and property Management
6. Interested and eligible firms must provide information indicating that they are qualified to perform the services by submitting the following information:-
- i. Company profile, Registration and Incorporation certificates
 - ii. The consulting firm shall demonstrate a minimum of eight (8) years previous experience for the service carried of the similar assignment/scope, specifically in rail transportation sector, including but not limited to railway operational management, restructuring of railway business, preparation of business strategy, infrastructure management, financial and human resource management.
 - iii. Proven track record in conducting similar assignments for a minimum of three (3) projects of similar nature;
 - iv. Experience of at least eight (8) years in strategic business planning, market analysis, financial modelling, and project management in transport logistics;
 - v. Experience of at least ten (10) years in human resource management, institutional change and change management, process mapping and organizational change;
 - vi. Familiarity with international best practices in rail operations and modal shift strategies of at least three (3) projects;

- vii. Expertise of operation and maintenance of railway infrastructure and rolling stock of at least eight (8) years;
- viii. Expertise in private sector engagement in railway operations including open access of at least eight (8) years;
- ix. Expertise in real estate business of at least eight (8) years; and
- x. Expertise in transport sector legal and regulatory framework of at least eight (8) years.
- xi. Availability of appropriate skills among staff/team
- xii. Brief methodology towards implementation of the project;

Consultants may associate to enhance their qualifications.

7. A Consultant will be selected in accordance with International Competitive Selection (ICS) procedures set out in the Public Procurement Act No. 7 of 2011 as amended in 2016 and the Public Procurement Regulations, 2013 – Government Notice No. 446 as amended in 2016 (hereinafter called Procurement Regulations).
8. Selection will be conducted through the Quality and Cost Based Selection (QCBS) procedures specified in the Public Procurement Regulations.
9. Interested and eligible Consultants may obtain further information/clarification online via www.taneps.go.tz
10. Expressions of Interest (EoI) for Tender No: **PA/154/HQ/2022-23/C/9A FOR PREPARING COMPREHENSIVE BUSINESS TRANSFORMATION STRATEGY FOR TANZANIA RAILWAYS CORPORATION** must be submitted online via www.taneps.go.tz before or on **21st September, 2023 at 10:30 hour's local time.** Tenders will be opened promptly online via www.taneps.go.tz.
11. Late Expressions of Interest shall not be accepted for evaluation irrespective of the circumstances
12. TRC is not bound to accept any Expression of Interest submitted and non-compliance of the above stated conditions shall automatically disqualify the Expression of Interest.

Director General
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