



## **REQUEST FOR EXPRESSIONS OF INTEREST (CONSULTING SERVICES– INDIVIDUAL SELECTION)**

**JAMAICA: FOUNDATIONS FOR COMPETITIVENESS AND GROWTH PROJECT**

Loan No.: 9203-JM

**Assignment Title: Consultancy to Develop a National Services Policy for Jamaica**

**Reference No.** (as per Procurement Plan): FCG/AF/CON/10-0 (*Previously identified as FCG/AF/CON/30*)

**[Note: The award of contract is subject to the World Bank's declaration of effectiveness of Loan Agreement No. 9203-JM.](#)**

The Government of Jamaica has received financing from the World Bank toward the cost of the Foundations for Competitiveness and Growth Project (FCGP) and intends to apply part of the proceeds for consulting services. The Project is being implemented by the Planning Institute of Jamaica (PIOJ) in collaboration with the Jamaica Promotions Corporation (JAMPRO) as the Lead Coordinating Agency (LCA) for Component 1, which seeks to enhance competition in the business environment. The initiatives under the Project are expected to strengthen the enabling environment for private sector competitiveness, to help Jamaica unleash its potential for productivity and growth. An approval was granted for the Additional Financing of US\$10 Million from the World Bank and the Government of Jamaica committed to provide a further US\$5 Million, thus providing a total of US\$15 million to support the various Government entities implementation of investment climate reforms.

Jamaica is defined as an upper middle-income country by the World Bank, with Gross Domestic Product (GDP) at US\$4,665 per capita (current prices) in 2020. During the last five decades, the Jamaican economy has evolved into what is now largely a service led economy, having emerged from being solely an agricultural society and sought with some success to navigate the era of industrialization. Presently, the country's main economic sectors are the services (tourism, financial services, restaurants, distributive trades, real estate, etc.) and good producing (agriculture, mining, manufacturing and construction) sectors.

The services sectors represent a critical component of most countries in terms of their impact on national development. Forward linkages with downstream industries are estimated to be stronger with the services sector than with manufacturing. Since many industries use financial, business and distribution services as inputs to their production processes, access to an efficient services sector is essential for economy-wide productivity growth. Trade in services is likely to be a catalyst in the current move of developing countries like Jamaica to diversify away from traditional sectors. In an international trading arena where preferential trading agreements for agricultural goods have been eroded, increased offerings by the services sector aids in reducing the reliance of the country on exports in which they no longer have a comparative advantage and cannot benefit from economies of scale.

Given the national aim for Jamaica to be a developed country by 2030, the country's stakeholders will need to reposition themselves substantially by taking advantage of the relatively large labour force that is available and move into knowledge-based and service industries. In contrast to some small states, Jamaica has a number of clear advantages, including its proximity to the majority of the western world, access to the eastern world via the Panama Canal and the availability of a population that can be harnessed to facilitate growth in services and, in particular, in knowledge-intensive services that can be offered anywhere in the world. It has been demonstrated that public sector involvement in the development of the services sector has been successful in creating a business-friendly climate in other countries such as Singapore and the United Arab Emirates. One clear factor in the process of achieving success in provision of services is the need for strong and consistent leadership in the development and implementation of a vision for the sector.

A National Policy Steering Committee, comprising representatives from Government, non-government organizations, academia and the private sector was established to provide oversight and direct the policy development process. The Committee guided the development of a Concept Paper for the preparation of the Services Policy and Implementation Plan. The Concept Paper, via a Cabinet Submission was submitted to the Cabinet, which gave its approval for the development of the Policy and Implementation Plan in February, 2019.

#### The Consulting Services (“the Services”)

The Government of Jamaica (GoJ) is seeking to engage the services of an Individual Consultant to assist the Ministry of Industry, Investment and Commerce (MIIC) with creating a comprehensive framework to guide long-term development of the services sector in Jamaica.

The **results** to be achieved by the Individual Consultant include:

- A Situational Analysis of services sector in Jamaica;
- A Draft Green Paper National Services Sector Policy and Implementation Plan
- Documentation of Non-Conforming Measures in relation to Services and Investment in the identified sectors

The anticipated duration of the assignment is eleven (11) months.

The full Request for Expressions of Interest and the Terms of Reference at [www.gojep.gov.jm](http://www.gojep.gov.jm), [www.pioj.gov.jm/procurement](http://www.pioj.gov.jm/procurement) or [www.dobusinessjamaica.com/about-jampro/tender-invitations](http://www.dobusinessjamaica.com/about-jampro/tender-invitations).

The Planning Institute of Jamaica now invites eligible individuals (“Consultants”) to indicate their interest in providing the Services. **Interested Consultants should provide curriculum vitae with detailed information demonstrating the required qualifications and relevant experience to perform the Services. The Consultant is required to possess, at minimum or equivalent:**

- Master’s Degree in Social Sciences discipline; [15]

- Experience in conducting analysis on services industry, demonstrated by four relevant assignments completed in the past seven years; **[20]**
- Experience in preparing situation analysis, demonstrated by four relevant assignments completed over the past 7 years; **[15]**
- Experience in preparing national policies in a Caribbean or other similar country, demonstrated by four completed over the past 10 years; **[20]**
- Experience in preparing Implementation Plans or Action Plans in a Caribbean or other similar country, demonstrated by four completed over the past 7 years; **[15]**
- Demonstration of five assignments that required the consultant to utilize participatory methodologies, stakeholder engagement and facilitation of workshops or meetings. **[15]**

A Consultant will be selected in accordance with the Selection of Individual Consultants method set out in the World Bank’s “Procurement Regulations for IPF Borrowers” July 2016 (revised in November 2017, July 2018 and November 2020) (“Procurement Regulations”).

Expressions of Interest (EOIs) must be uploaded on or before **January 14, 2022 at 11:45pm**. Submissions will be accepted via the Government of Jamaica Electronic Procurement Portal ([www.gojep.gov.jm](http://www.gojep.gov.jm)). No hard copy submission will be accepted.

To participate in this tender opportunity, consultants must first be registered and know how to use the electronic Procurement System, [www.gojep.gov.jm](http://www.gojep.gov.jm). Please self- register on the e-GP System, by selecting the Register as a Supplier link from the home page. Consultants are encouraged to upload their submissions at least two (2) hours prior to the deadline for submission. For assistance, and training please contact the GOJEP support desk at: 1-876-932-5220 or 1-876-806-5149 or 1-876-806-4581; or 1-876-806-4536 or via email at [oppccustomer@care.mof.gov.jm](mailto:oppccustomer@care.mof.gov.jm).

Further information can be obtained at the address below during office hours of 9:00 AM and 4:00 PM.

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