



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

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

Loan No.: 9203-JM

**Assignment Title: Organizational Design of a Coordinated Border Management  
Framework for Trade Regulatory Services for Border Regulatory Agencies**

**Reference No.** (As per Procurement Plan): FCG/AF/CON/33

The Government of Jamaica (GoJ) has received financing from the World Bank toward the cost of the Foundations for Competitiveness and Growth Project, and intends to apply part of the proceeds for consulting services.

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

The Government of Jamaica is seeking to engage the services of a team of Consultants to develop a coordinated management framework for the trade regulatory services of seven (7) selected border regulatory agencies.

The Consultant will be required to conduct an assessment of existing documentation containing business processes, practices and procedures of the seven trade regulatory services in Border Regulatory Agencies, as well as organizational structures and capacities; and review coordinated border management frameworks for border regulatory agencies in at least three best practice jurisdictions. Building on the analysis, the Consultant will recommend a new architecture, which should aim to reduce redundancies and optimize processes, develop job descriptions for the Senior Management and Technical staff to accord with the recommended arrangements, propose training requirements and an Implementation Plan to provide a clear pathway to facilitate transition to the approved architecture.

The ultimate aim of the assignment is to reduce cost (including costs to the users), enhance productivity and professional development through the establishment of a new architectural border management framework.

The anticipated duration of the assignment is thirteen (13) months.

Interested consultants may obtain the Terms of Reference and the template for submission of an Expression of Interest in English at [www.gojep.gov.jm](http://www.gojep.gov.jm) or <https://www.pioj.gov.jm/procurement/>.

The Planning Institute of Jamaica now invites eligible consulting firms (“Consultants”) to indicate their interest in providing the Services. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services. The shortlisting criteria are:

Criteria	Allocation of Scores <sup>1</sup>		
Demonstrable experience in business process analysis, mapping, re-engineering and preparation of organization procedures	Evidenced by the successful completion of three or more projects of a similar nature within the last 10 years; <b>(20 points)</b>	Evidenced by the successful completion of two projects of a similar nature within the last 10 years; <b>(13 points)</b>	Evidenced by the successful completion of at one projects of a similar nature within the last 10 years; <b>(7 points)</b>
Demonstrable experience in organizational development and reorganization and change management programmes in public sector environments	Evidenced by the successful completion of three or more projects of a similar nature within the last 10 years; <b>(20 points)</b>	Evidenced by the successful completion of two projects of a similar nature within the last 10 years; <b>(13 points)</b>	Evidenced by the successful completion of one project of a similar nature within the last 10 years; <b>(7 points)</b>
Demonstrable experience in the preparation of job descriptions	Evidenced by the successful completion of four or more projects within the last 10 years; <b>(15 points)</b>	Evidenced by the successful completion of three projects within the last 10 years; <b>(10 points)</b>	Evidenced by the successful completion of two projects within the last 10 years; <b>(5 points)</b>
Demonstrable experience working in Jamaica’s cross border trading environment and/or operations of the Border Regulatory Agencies	Extensive demonstrable experience; <b>(15 points)</b>	Good demonstrable experience; <b>(10 points)</b>	Satisfactory demonstrable experience; <b>(5 points)</b>
Demonstrable experience in conducting training needs analysis	Evidenced by the successful completion of four or more projects within the last 10 years; <b>(15 points)</b>	Evidenced by the successful completion of three projects within the last 10 years; <b>(10 points)</b>	Evidenced by the successful completion of two projects within the last 10 years; <b>(5 points)</b>
Demonstrable experience in trade facilitation projects	Evidenced by the successful completion of three or more projects within the last 10 years; <b>(15 points)</b>	Evidenced by the successful completion of two projects within the last 10 years; <b>(10 points)</b>	Evidenced by the successful completion of at least one project within the last 10 years; <b>(5 points)</b>

Key Experts will not be evaluated at the shortlisting stage.

The shortlist will contain five (5) to eight (8) firms, with demonstrated experience in the field of the assignment.

**Consultants may associate with other firms to enhance their qualifications, but should indicate clearly whether the association is in the form of a joint venture and/or a sub-**

<sup>1</sup> If the submitted Expression of Interest does not fit within the allocation of scores provided for each criterion, zero points will be allotted for said criterion.

**consultancy. In the case of a joint venture, all the partners in the joint venture shall be jointly and severally liable for the entire contract, if selected.**

The attention of interested Consultants is drawn to Section III, paragraphs, 3.14, 3.16, and 3.17 of the World Bank's "Procurement Regulations for IPF Borrowers" July 2016 ("Procurement Regulations"), setting forth the World Bank's policy on conflict of interest.

A Consultant will be selected in accordance with the Quality and Cost Based Selection method of the World Bank Procurement Regulations 2022 and will be specifically set out in the Request for Proposals.

Expressions of Interest (EOIs) must be uploaded on or before **July 6, 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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