



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

**Pacific Aviation Investment Program**  
**Samoa and Vanuatu**  
**Samoa Aviation Investment Project**  
**Vanuatu Aviation Investment Project**  
Grant No.:P143408 & P154149

**Assignment Title: AVIATION SECTOR STRATEGY**  
**Reference No.** (as per Procurement Plan): SV/CF/SV-B03

The Government of Samoa (GoS) and the Government of the Republic of Vanuatu (GoV) *have received* financing from the World Bank toward the cost of the Samoa Aviation Investment Project and Vanuatu Aviation Investment Project, and intend to apply part of the proceeds for consulting services.

The consulting services (“the Services”) includes developing an Aviation Sector Strategy for the Implementing Agencies. The strategy should also include a thorough analysis of the impact and interrelations with other key sectors (e.g. tourism, maritime, disaster responses, etc.) and environmental/social impacts. It is important that all outputs and reports delivered by the consultant shall be practical and designed for implementation by GoS and GoV, including identifying areas where capacity development and additional investment are required. The assignment is expected to require approx. 8 person months over a 10 month period starting on or around June 2016.

The Implementing Agencies, Samoa Airports Authority and the Ministry of Finance and Economic Management, Vanuatu, 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 significant demonstrable experience in:

- (a) air transport sector policy and planning, including economic analysis and financing;
- (b) the aviation industry and Pacific travel markets;
- (c) the Pacific air transport regulatory environment;
- (d) airport infrastructure & development;
- (e) similar developing country contexts, particularly small island developing states.

The Expression of Interest should consist of documentary evidence clearly defining company profiles/core business descriptions, descriptions of similar assignments (at least three similar assignments should be detailed) and experience in similar conditions (developing countries in particular the Pacific Region). It may include qualifications of the Firm’s own Senior Management Staff relevant to the assignment. CVs are not required of proposed consultants. Shortlisted Firms will

be invited to submit a Full Technical and Financial Proposal. *Given the often-large number of submissions, firms should pay attention to the importance of brevity of the information to be sent.*

The attention of interested Consultants is drawn to **paragraph 1.9** of the World Bank's *Guidelines: Selection and Employment of Consultants [under IBRD Loans and IDA Credits & Grants]* by World Bank Borrowers Selection and Employment of Consultants January 2011 version ("Consultant Guidelines"), setting forth the World Bank's policy on conflict of interest.

Consultants may associate with other firms in the form of a joint venture or a sub consultancy to enhance their qualifications.

A Consultant will be selected in accordance with the Quality and Cost Based Selection (QCBS) method set out in the Consultant Guidelines.

Expressions of interest must be delivered in a written form to the address below (in person, or by mail, or by fax, or by e-mail) **by 8th February 2016.**

PAIP Office

Attn: Henry 'Aho, Procurement Officer

Ground Floor, TAL Building, Poutaha, Nuku'alofa, Tongatapu, Tonga

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