



REVOLUTIONARY GOVERNMENT OF ZANZIBAR

MINISTRY OF WATER, ENERGY AND MINERALS

**REQUEST FOR EXPRESSIONS OF INTEREST (REOI)
(FOR OUTSOURCING MANAGEMENT, OPERATION AND MAINTENANCE)**

Assignment Title: Outsourcing Management, Operations and Maintenance of Zanzibar Electricity Corporation (ZECO).

Reference No: SMZ/A13/CS/ICB/2023/2024/07

The Revolutionary Government of Zanzibar (RGoZ) intends to outsource firm for Management Services for Operations and Maintenance of Zanzibar Electricity Corporation.

Objective of the assignment

To outsource management, operation and maintenance of ZECO to qualified and capable firm/Company that can manage and maintain operations of ZECO to improve technical as well as financial performance for achieving quality, reliable, sustainable and affordable power for all.

Specific Objectives of the assignment

- i. To improve quality, reliability and sustainability of power supply in Zanzibar;
- ii. To expand coverage for electricity networks;
- iii. To increase connectivity rate;
- iv. To build the capacity of ZECO staff and
- v. To improve revenue collections.

Scope of assignment

Given the strategic nature of this assignment, the firm/Company(s) is expected to undertake the following activities: -

Task 1:

The firm/company shall be handed the responsibilities of managing existing infrastructures, facilities, goods, services, tools and staff.

Task 2:

- i. To innovate, operate, maintain and improve the electricity infrastructure and electricity supply services to consumers in Zanzibar;
- ii. To construct or erect, maintain, alter, machinery, electricity supply lines, mains and any other equipment or works related to distribution and customer connections;
- iii. To operate and maintain existing and future commissioned transmission line and its related accessories;
- iv. To cooperate with Government on new investment for transmission and generation;
- v. To enter into contracts with any international, domestic entities or any person for the purchase of goods and services for Operation and Maintenance of ZECO or supply of electricity to consumer upon approval by the Ministry responsible for energy;
- vi. To inject funds for the investment of distribution infrastructure and other related activities to align with ongoing demands;
- vii. To enter into Agreements for purchase of electricity in bulk from independent power producers within or outside Zanzibar for resale to consumers upon the approval of Ministry responsible for energy;

- viii. To carry on all such other activities as it may appear to the firm/company(s) to be requisite, advantageous or in connection with the exercise of its function;
- ix. To collect all revenues generated from selling of electricity and other sources related to electricity services;
- x. To strengthen capacity for available ZECO staff through hands to hands experience and capacity building program and
- xi. To collaborate with RGoZ in conducting or participating in local, regional and international events related to electricity and energy sector when required.

The assignment will be undertaken over a period between 10 to 15 years with provision of extension of another five years.

The Ministry of Water, Energy and Minerals now invites eligible **firm/company(s)** to submit expression of interest in providing the above services. Interested firm should provide information demonstrating that they have the required qualifications and relevant experience to perform the services. **The firm/company(s) (or consortium)** should possess at least the following proven qualifications and experience: -

- At least 20 years' experience in electricity sub-sector;
- Proven experience in assignments with similar nature in the past ten (10) years;
- Information of the previous assignments to be provided should include name of assignment, name and full contact address of the client, tasks performed by the firm/company under the assignment, assignment value (in equivalent US dollars), period (dates) of execution of assignment;
- Expertise in the area of electric engineering, institutional reforms, management, finance, business administration, economics and public policy;

- Experience in working with the Government in handling ministerial level data and information management. Experience in sub-Saharan countries or similar nature will be an added advantage;
- The company shall provide evidence to demonstrate financial capacity to invest in related infrastructure including three years audited financial statements;
- Technical and Managerial capability of the firm/company. The firm/company should demonstrate managerial capability relevance to the assignment in electricity sub-sector and deep knowledge in managing utilities. The firm/company should have experienced technicians & engineers in generation, transmission, distribution and business specialist. (At this stage, the firm/company should only provide the structure of the organization, general qualifications and number of key staff. Do not provide CV of the staff. Experts will not be evaluated at the short-listing stage)".

The interested firm intending to submit expression of interest should not have conflict of interest and unfair competitive advantage as per Zanzibar Procurement Act and its Regulations.

Firm may associate with other firms in the form of a Joint Venture (JV) or association to enhance their qualifications. Firms/companies participating in JV, each member of JV should independently meet her requirement of EoI criteria. For firm participating as association of lead and associate, only the experience and qualification of lead firm/company will be assessed as per EoI criteria.

A firm/company(s) will be selected in accordance with the **Quality Based Selection Method** set out in the Procurement Regulations.

Only short-listed firms/company will be provided with ToR for submission of their technical and financial proposals. Prior to submission of proposal, the firm/company will be given two (2) weeks to conduct gap assessment to ZECO relevant to the scope of this assignment with respective mitigation measures. The company shall incorporate the

report of the assessment in their proposal. Further information can be obtained at the address below during office hours, 07:30 to 15:30 East African Time.

The Expressions of Interest must be submitted in both hard copy and soft copy in an USB drive to the address below in person before 27th September, 2023 at 11:00 East African Time, while the opening ceremony is 11:30 East African Time on the same day.

In case of any difference in information between hard copy and soft copy, only information presented in the hard copy will be used for shortlisting.

Principal Secretary,
Ministry of Water, Energy and Minerals,
ZURA building 5th floor,
Procurement Unit, Room No.502.
P. O. Box 1569, Zanzibar
Maisara, Zanzibar – Tanzania.