FEDERAL DEMOCRATIC REPUBLIC OF ETHIOPIA
RISED project – Consultancy Services for the Study and Development of the Smart Grid and Digital Transformation Roadmap
CONSULTING SERVICES
Expressions of Interest

Country: Federal Democratic Republic of Ethiopia

Name of the Project: Consultancy Services for the Study and Development of the Smart Grid and Digital Transformation Roadmap

Grant No: CET1135 09

Ref.No. EEP/AFD/ SG-DTR /CS/03/2026

Client: Ethiopian Electric Power (EEP)

Ethiopian Electric Power has received a financing from the European Union ("**EU**"), the management of which has been delegated to the Agence Française de Développement ("**AFD**"), and intends to use part of the funds thereof for payments under the following project: "Consultancy Services for the Study and Development of the Smart Grid and Digital Transformation Roadmap".

1. Project Objective

The objective of this assignment is to assess Ethiopian Electric Power's (EEP) existing generation and transmission environment and to develop a comprehensive, actionable Smart Grid and Digital Transformation Roadmap that guides EEP's technology investments and operational modernization over the short, medium, and long term. The Roadmap will accurately reflect the current state of EEP's ICT and Operational Technology (OT) assets; identify and prioritize smart grid capabilities aligned with EEP's operational needs, strategic goals, and regulatory obligations; ensure ICT/OT convergence, cybersecurity resilience, and sustainability integration across all phases; and explicitly address Artificial Intelligence (AI), Digital Twin, and other emerging technologies as key strategic focus areas. Delivered over a twelve (12) month engagement, the assignment strengthens EEP's institutional capacity through structured knowledge transfer and training, and is aligned with the Digital Ethiopia 2030 strategy and international good practice for power-utility digitalization.

2. Operational Scope of the Consultancy Service

The consultancy service encompasses a comprehensive assessment of EEP's generation and transmission environment and the development of a phased Smart Grid and Digital Transformation Roadmap, covering ICT/OT environment assessment, needs and capability-gap analysis, architecture design, governance and cybersecurity frameworks, and a multi-year investment plan. The scope is confined to EEP's generation and transmission environment, including the National Load Dispatch Center (NLDC), generation-plant control systems, transmission substations (66 kV above), the Market Management System (MMS), and associated ICT/OT and telecommunications infrastructure. The Consultant will provide all professional services necessary to deliver the tasks set out below, which include, but are not limited to, the following:



- **Task 1 – Inception and ICT/OT Environment Assessment**
- **Task 2 – Needs Analysis and Smart Grid Capability Gap Assessment**
- **Task 3 – Smart Grid and Digital Architecture Design**
- **Task 4 – Governance, Cybersecurity and Data Management Framework**
- **Task 5 – Investment Plan and Smart Grid Technology Roadmap**
- **Task 6 – Roadmap Validation and Board Approval**

Assignment Duration, Team and Capacity Building

- The assignment is delivered over twelve (12) months from contract effectiveness, in six phases (Inception; Needs and Gap Assessment; Architecture Design; Governance and Cybersecurity; Investment Plan and Roadmap; Validation and Approval); phases may overlap
- The Consultant shall field a multidisciplinary team including a Project Manager / Lead ICT Strategy Consultant, a Lead OT / Power Systems Consultant, a Power Systems and Grid Automation Engineer, a Telecommunications / OT Network Specialist, an OT Cybersecurity and Governance Expert, an Enterprise Architect, a Data Governance and Analytics Specialist, an Infrastructure Economist, a Sustainability and Emerging-Technology Advisor, and a Stakeholder Management and Communications Specialist
- Capacity building through structured knowledge transfer, a benchmarking program of one (1) site visit of one (1) week to comparable utilities for a five-member EEP delegation, and training and workshops program delivered in Addis Ababa for two (2) batches of eight (8) participants, each of two (2) weeks (ten (10) working days), for the EEP digital transformation teams
- Reporting through a Document Management System with version control, monthly progress reports and quarterly executive briefings, in accordance with EEP confidentiality and OT rules of engagement.
- The estimate contract size is **55 person-months** for key experts.

3. Selection of Applicants

Ethiopian Electric Power hereby invites Applicants to show their interest in delivering the Services described above.

This Request for Expressions of Interest is open to:

(•) **Consulting firms** ( ) Individual consultants

( ) NGOs

( ) Joint Venture between NGO(s) and consulting firm(s)

Eligibility criteria to AFD financing are specified in sub-clause 1.3 of the "Procurement Guidelines for AFD-Financed Contracts in Foreign Countries", available online on AFD's website: http://www.afd.fr.

The Applicant shall submit only one application, either in its own name or as a member of a Joint Venture (JV). If an Applicant (including any JV member) submits or participates in more than one application, those applications shall be all rejected. However, the same Sub-consultant may participate in several applications.

If the Applicant is a JV, the expression of interest shall include:

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- a copy of the JV Agreement entered into by all members,
  or
- a letter of intent to execute a JV Agreement, signed by all members together with a copy of the Agreement proposal,

In the absence of this document, the other members will be considered as Sub consultants.

Experiences and qualifications of Sub consultants are not taken into account in the evaluation of the applications.

Interested Applicants must provide information evidencing that they are qualified and experienced to perform those Services. For that purpose, documented evidence of recent (less than ten (10) years) and similar services shall be submitted.

Determination of the Applicants will be based on the criteria listed in the below table: For each experience submitted by the Applicant, check the boxes of the criteria which are met by the experience[1].

Name of the Applicant: _____

	Criteria 1 - Experience in designing and developing Smart Grid and Digital Transformation roadmaps for power utilities, transmission system operators, or generation companies	Criteria 2 - Experience in power-system operations technology: SCADA/EMS, substation automation (IEC 61850), protection and control, WAMS/PMU and grid telecommunications	Criteria 3 - Experience in OT/ICT cybersecurity and convergence in SCADA/EMS environments (IEC 62443, IEC 62351, ISO/IEC 27001) and critical-infrastructure protection	Criteria 4 - Experience in utility enterprise architecture, data governance, grid analytics, and emerging technologies (AI, Digital Twin, IoT)	Criteria 5 - Experience in multi-year investment planning, financial modeling, cost-benefit analysis, and procurement/RFP preparation for utility digitalization (including donor/DFI-funded projects)
[Experience A][2]					
[Experience B]					
[Experience C]					
[Etc.]					
Total[3]					

Determination of the similarity of the experiences will be based on:

- **Core business** and years in business;
- **The contracts size**;

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1 Each criterion column should reflect the list of similar experiences provided in the Request for Expressions of Interest, such as (i) Nature of services, (ii) Technical expertise and (iii) Location.

2 Each row will be a separate experience which is listed in the application.

3 The "total" for each column indicates the number of experiences which meet the criterion.

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- **The nature of the Services**: i.e. to assess the ICT/OT environment, analyze needs and capability gaps, design the smart grid and digital architecture, develop governance and OT cybersecurity frameworks, prepare a multi-year investment plan, and produce a board-approved Smart Grid and Digital Transformation Roadmap for EEP's generation and transmission environment.
- **The technical area**: smart grid and digital transformation advisory for power utilities and transmission system operators — specifically ICT/OT assessment; smart grid architecture (SCADA/EMS, IEC 61850 substation automation, WAMS/PMU, and grid telecommunications); OT cybersecurity (IEC 62443, IEC 62351, and ISO/IEC 27001); enterprise architecture and data governance; and investment planning and roadmap development. The applicant should specify and list one or several technical areas;
- **The location**: in Sub-Saharan Africa, in the Client's country (Ethiopia) or other.

The Client will also take into account for the evaluation of the applications the following items:

- Local representatives/partners;
- Professional certifications (e.g., PMP, TOGAF, ISA/IEC 62443, GICSP, CISSP);
- Quality assurance procedures and certifications of the Applicant – ISO 9001 or environmental and social certification.

Ethiopian Electric Power shall not analyse CVs of experts' profiles at this stage.

Due to the security risk in the areas where the Services are to be performed, the evaluation of Expressions of Interest will verify that the applications meet the following criteria:

- The Applicant has at least one experience providing services in an area with a similar security risk, for which it shall provide proof of implementation of security measures (invoice or contract with a security service provider, proof of security awareness training before departure on-site, etc.).
- The Applicant has set up internal security management procedures: it shall provide a description of its monitoring system and crisis management system.
- For services provided abroad, the Applicant has entered into an assistance and repatriation contract for its employees: it shall provide the certificate evidencing such contract.
- The Applicant shall describe its standard preparation process for departure on assignment in sensitive areas, and shall attach documents proving its implementation (service orders with related instructions, certificates of awareness-raising or training actions, etc.).

For a JV, its leader and any member that has its registered office outside the Client's country shall fulfill each of these criteria.

An application that does NOT meet any of these requirements will be rejected.

Among the submitted applications, Ethiopian Electric Power will shortlist a ***maximum of six (6) Applicants***, to whom the Request for Proposals to carry out the Services shall be sent

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

4. Guidelines for the Expressions of Interest

Expressions of Interest should be submitted in one (1) hard copy and one (1) soft copy in PDF format by email.



In order to ease the evaluation process, it is required that the application documents do not exceed Eighty (80) pages written in English language, gathered in one (1) file with a maximum size of 10 MB.

The expression of interest file shall include, at a minimum:

- The letter of expression of interest signed by the Applicant or representative of the JV;
- The copy of the co-contracting (joint venture) agreement (if relevant);
- The presentation of the main Applicant (legal existence, organizational chart & staff, financial statement/turnover over the last 5 years etc., certificate of non-bankruptcy if available);
- The relevant past and ongoing references of the Applicant since January 2016 (see "Determination of the similarity of the experiences above") with brief description (year(s) of implementation, duration of Services, brief description…)
- A concept note of up to Two (2) pages describing briefly the understanding of the service, its methodology, its organization including articulation of international and local expertise, its recommendations and prerequisites;
- The signed Statement of Integrity, Eligibility and Social & Environment responsibility (see appendix).

The submittals should be presented in English.

Expressions of interest **must be delivered in a written form to the address** below in person and by Email **no later than 14 December 2026, 4:00** PM local time (Addis Ababa, Ethiopia). Interested Applicants may obtain further information **at the same address** below during office hours from Monday to Friday, 8:30 AM to 5:00 PM local time.

Note: In addition to the Email submission the applicants must submit One (1) original hard copy and One (1) electronic version on a flash drive physically or by courier to the address below.

The address referred to above is:

Ethiopian Electric Power (EEP), Procurement & Logistics Office
Attn: Eng. Tsion Birhanu,
Executive officer, Procurement & Logistics
Yeka Sub-city, Woreda 09, (Former Kotebe 02)
In front of Kotebe Metal Tools Factory,
Ethiopian Electric Power Compound, Block Number 09, First Floor,
Office Number 203
Addis Ababa, Ethiopia
***E-mail**: tsion.birhanu@eep.com.et, tsionnaod@gmail.com*

***Copy to**: Mr. Hussen Adem, Manager, Project Procurement*
Yeka Sub City, Woreda 09, (Former Kotebe 02)
In front of Kotebe Metal Tools Factory,
Ethiopian Electric Power Compound, Block Number 09, First Floor, Office Number 205
***E-mail:** Hussen.Adem@eep.com.et or hussenadem377@gmail.com*
Mrs Weyinshet Dejene , procurement expert
E-mail: weyinshetd@gmail.com



EEP shall confirm within 24 hours the receipt of each Expression of Interest file received. In the absence of such confirmation received from the Client within 24 hours after sending its Expression of Interest file, the Applicant is invited to request receipt confirmation of its Expression of Interest file from the Client.

Request for clarification have to be sent in a written form exclusively to the Client, not later than ten (10) Working days (from Monday to Friday, 8:30 AM to 5:00 PM local time) before submission.

Answers will be sent to all potential Applicants having withdrawn the Request for Expression of Interest from dgMarket.

An application that does not meet the above listed requirements will be rejected.

The Statement of Integrity, Eligibility, and Environmental and Social Responsibility form is also available on the DG Market website and EEP Website, attached as an appendix to the Request for Expressions of Interest notice.



Appendix to The Request for Expressions of Interest
(To be sumitted with the application, signed and unaltered)

Statement of Integrity, Eligibility and Environmental and Social Responsibility

Reference name of the Bid/Proposal/Contract signed[4] _____ (the **"Contract"**)

To: _____ (the **"Contracting Authority"**)

1. We recognize and accept that Agence Française de Développement ("**AFD**") only finances the projects of the Contracting Authority subject to its own conditions, as set out in the Financing Agreement that directly or indirectly binds it to the Contracting Authority. The Contracting Authority retains exclusive responsibility for the preparation and implementation of the procurement process and performance of the Contract. Consequently, no legal relationship exists between AFD and our company, our joint venture, and our subcontractors. The Contracting Authority may also mean the Client, Employer or Purchaser, as the case may be, for the procurement of works, goods, plants, equipment, consulting services, or non-consulting services.
2. We hereby certify that neither we, nor any person acting on our behalf[5], nor any of the members of our joint venture, nor any of our subcontractors, are in any of the following situations:
   2.1 Being bankrupt, wound up or ceasing our activities, having our activities administered by the courts, having entered into receivership, or being in any analogous situation arising from any similar procedure;
   2.2 Having been, within the past five years, subject to a final administrative sanction, a final conviction issued by a competent authority, or any other non-court resolution[6] having notably an extinctive effect on public action, either (i) in the country where we are constituted, (ii) in the country of performance of the Contract, (iii) in the context of the procurement or performance of an AFD-financed Contract, (iv) pronounced by a European Union institution, or (v) pronounced by a competent authority in France, for:
      a) Prohibited Practices, as defined in Article 6.1 below, or for any other offence committed in the context of the procurement or performance of a Contract (in the event of such sanction, conviction or non-court resolution, we may attach additional information to this Statement of Integrity, such as a compliance program, showing that we (or the person acting on our behalf, the member of our joint venture, or our subcontractor) consider that this sanction, conviction or non-court resolution is not relevant in the context of the Contract, where applicable);
      b) Participation in a criminal organization, terrorist offences or offences related to terrorist activities, child labor, or other offences related to human trafficking;
      c) Having created an entity in a different jurisdiction with the intention of avoiding tax or social obligations, or any other legal obligation applicable in the jurisdiction of its registered office, central administration or principal place of business, or for being an entity created with the intention of avoiding such obligations;
   2.3 Having been subject within the past five years to a Contract termination fully settled against us for significant or persistent breach of our contractual obligations during the performance

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4 In the case of a Contract already signed to be refinanced.

5 Directors, (including any person who is a member of the administrative, management or supervisory body, or with powers of representation, decision or control), employees, or agents (be them declared or not).

6 Including the Judicial Public Interest Agreement (CJIP), a decision following an Appearance on Prior Recognition of Guilt (CPRC), a negotiated resolution agreement, or any other similar form of transaction terminating criminal proceedings.

of the Contract, unless this termination was challenged and dispute resolution is still pending or has not confirmed a full settlement against us;

2.4 Having been declared ineligible by one of the multilateral development banks signatories to the Mutual Recognition Agreement of 9 April 2010[7] (in the event of such ineligibility, we may attach additional information to this Statement of Integrity showing that we consider that such ineligibility is not relevant in the context of the Contract, where applicable);

2.5 Not having fulfilled our fiscal obligations relating to the payments of our taxes or social contributions in accordance with the legal provisions of our country of incorporation or of the country of the Contracting Authority;

2.6 Having created falsified documents or committed misrepresentation when providing the information requested by the Contracting Authority in the context of the procurement and award process for this Contract.

3. We hereby certify that neither we, nor any party acting on our behalf[2], nor any members of our joint venture, nor any of our subcontractors, nor any of our direct or indirect shareholders, nor any of our subsidiaries acting with our knowledge or consent:

3.1 Are directly or indirectly subject to, controlled by a person or an entity subject to, or acting in the name or on behalf of a person or entity subject to individual sanctions measures adopted by the United Nations, the European Union, France and/or any other jurisdiction widely recognized for the extraterritorial reach and effectiveness of its sanctions' regime, where such sanctions may affect the Contract[8 9];

3.2 Are directly or indirectly subject to, controlled by a person or an entity subject to, or acting in the name or on behalf of a person or entity subject to sectoral sanctions measures adopted by the United Nations, the European Union, France and/or any other jurisdiction widely recognized for the extraterritorial reach and effectiveness of its sanctions' regime, where such sanctions may affect the Contract[10];

3.3 Are ineligible for the implementation of the Contract owing to any other international sanctions measures pronounced by the United Nations, the European Union, France and/or any other jurisdiction widely recognized for the extraterritorial reach and effectiveness of its sanctions' regime, where such sanctions may affect the Contract.

4. We hereby certify that neither we, nor any party acting on our behalf[2], nor any of the members of our joint venture, nor any of our subcontractors, are [nor have been *(in the case of refinancing for a Contract already awarded)*] in any of the following situations of conflict of interest:

4.1 Being a shareholder controlling the Contracting Authority or a subsidiary controlled by the Contracting Authority, unless the resulting conflict of interest has been brought to the attention of AFD and resolved to its satisfaction.

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7 World Bank, Inter-American Development Bank, African Development Bank, Asian Development Bank, and European Bank for Reconstruction and Development.

8 For example, in certain cases, U.S. sanctions regulations may apply where there is a U.S. nexus, meaning any connecting factor with the United States (such as the involvement of a U.S. person, the use of the U.S. dollar through the U.S. financial system, the involvement of U.S. territory—including through the financial system—or the use of U.S.-origin goods or technology), including in relation to entities located outside the United States.

9 Where such a sanction exists, the person or entity shall have the opportunity to demonstrate that its participation in the present Contract does not violate the regulations applicable to the Contract, including by attaching to the Integrity Declaration a licence or authorization issued by the competent authorities, a certificate of origin for the goods, or any other relevant supporting document.

10 Where such a sanction exists, the person or entity shall have the opportunity to demonstrate that its participation in the present Contract does not violate the regulations applicable to the Contract, including by attaching to the Integrity Declaration a licence or authorization issued by the competent authorities, a certificate of origin for the goods, or any other relevant supporting document.

4.2 Having business or family relations with a member of the Contracting Authority's services involved in the procurement process or the supervision of the resulting Contract, unless the resulting conflict of interest has been brought to the attention of AFD and resolved to its satisfaction;

4.3 Controlling or being controlled by another applicant, bidder or consultant, or being under common with another applicant, bidder or consultant, receiving subsidies from another applicant, bidder or consultant, or granting subsidies to another applicant, bidder or consultant, directly or indirectly, having the same legal representative as another applicant, bidder or consultant,

4.4 Maintaining direct or indirect contacts with another applicant, bidder or consultant allowing us to (i) have given and/or give access to information contained in our respective applications, bids or proposals likely to distort competition (ii) influence them, or (iii) influence the decisions of the Contracting Authority;

4.5 Being engaged for a consulting services mission which, by its nature, is or may be in conflict with the mission envisaged for the Contracting Authority;

4.6 Having prepared ourselves, being or having been associated with a natural or legal person who has prepared, specifications, terms of reference or other documents that have been used for the procurement process in question, and that contain provisions likely to favor an application, bid or proposal;

4.7 Having or having had access to, having prepared ourselves, being or having been associated with a natural or legal person who has or has had access to or prepared, specifications, plans, calculations, studies, or other documents that have not been communicated to all the applicants, bidders or consultants in the context of the present procurement procedure, and which thereby confer us an unfair competitive advantage;

4.8 In the case of a procurement procedure for works, plants, equipment or goods, having been selected ourselves or proposed to be selected (or any of our subsidiary companies having been or being proposed to be selected) to carry out supervision or inspection of the services in the context of this Contract.

5. If we, or any of the members of our joint venture, or any of our subcontractors, are a state-owned entity or a public enterprise, to participate in a competitive procurement process, we certify that we have legal and financial autonomy and that we operate under commercial laws and regulations.

6. In the context of the procurement and performance of the Contract:

6.1 Neither we, nor any party acting on our behalf[2], nor any members of our joint venture, nor any of our subcontractors, have committed or shall commit a Prohibited Practice as defined in the document entitled "AFD Group's Policy to Prevent and Combat Prohibited Practices" available on AFD's Website[11];

6.2 Neither we, nor any party acting on our behalf[2], nor any members of our joint venture, nor any of our subcontractors, shall acquire or provide [have acquired or provided *(in the case of refinancing for a Contract already awarded)*] equipment nor to operate [nor have operated *(in the case of refinancing for a Contract already awarded)*] in sectors subject to an embargo adopted by the United Nations, the European Union, France and/or any other jurisdiction widely recognized for the extraterritorial reach and effectiveness of its sanctions' regime, where such sanctions may affect the Contract.

7. We hereby undertake to, and we undertake to ensure that any party acting on our behalf[2], any members of our joint venture, and any of our subcontractors undertake to:

[11] For informational purposes, this policy can be accessed *via* the following link: https://www.afd.fr/en/combating-corruption.

7.1 Comply with the environmental standards recognized by the international community, including the international conventions for the protection of the environment and, in particular, take all reasonable steps to avoid or limit negative effects on vegetation, biodiversity, soils, groundwater and surface water, and on persons and property resulting from pollution, noise, vibration, traffic and other effects resulting from our activities, in accordance with the laws and regulations applicable in the country of performance of the Contract.

7.2 Implement measures to mitigate environmental and social risks when they are indicated in the environmental and social management plan provided by the Contracting Authority, and ensure that the emissions, surface discharge and effluents produced by our activities respect the limits, specifications or requirements applicable to the Contract.

7.3 Respect the rights of workers related to wages, working hours, rest periods and vacations, overtime, minimum age, regular payments, compensation and benefits, in accordance with the standards recognized by the international community, including the fundamental conventions of the International Labour Organization (ILO), in accordance with the laws and regulations applicable in the country of performance of the Contract; indicate these elements in a document annexed to the employment contracts of our employees and made available to the Contracting Authority; and respect and facilitate the rights of workers to organize themselves and set up a complaints management mechanism for direct or indirect workers.

7.4 Implement practices for non-discrimination and equal opportunities, and ensure the prohibition of child labor and forced labor.

7.5 Keep a record for each member of the local staff recording the hours worked by each person, the type of work, the wages paid and the training undertaken, and ensure that these records are available at all times to be inspected by the Contracting Authority and the authorized representatives of the government, in accordance with the laws and regulations applicable to the protection of personal data in the country of performance of the Contract.

8. We, any party acting on our behalf[2], the members of our joint venture, our subcontractors, our direct or indirect shareholders, and our subsidiaries, authorize AFD to conduct investigations and, in particular, inspect the documents and accounting records relating to the procurement and performance of the Contract, including, but not limited to, our internal processes and rules related to the respect of international sanctions pronounced by the United Nations, the European Union, France and/or any other jurisdiction widely recognized for the extraterritorial reach and effectiveness of its sanctions' regime, where such sanctions may affect the Contract and to have them verified auditors appointed by AFD.

8. We declare that we have paid, or that we shall pay, the commissions, benefits, fees, gratuities or charges relating to the procurement procedure or the performance of the Contract to the following third party/parties (for example, an intermediary/agent)(*):

Name of beneficiary	Contact details	Purpose	Amount (indicate the currency)
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

(*): If no amount has been paid or is to be paid, indicate "None".

10 We undertake to promptly inform the Contracting Authority, which shall inform AFD, of any change of circumstance regarding the sections above, including in case of any sanctions or embargo measures adopted by the United Nations, the European Union, France and/or any other jurisdiction widely recognized for the extraterritorial reach and effectiveness of its sanctions'

regime, where such sanctions may affect the Contract, after we have signed the present Statement.

11. We undertake to provide any additional document that the Contracting Authority may request from us to confirm the various statements made and undertakings given in this Statement of Integrity, Eligibility and Environmental and Social Responsibility.

Name: _____ In the capacity of: _____

Duly empowered to sign in the name and on behalf of:[12] _____

Signature: _____

Dated:

[12] In the case of a joint venture, insert the name of the joint venture. The person signing the bid, proposal or application on behalf of the bidder, consultant or applicant, shall attach a power of attorney from such bidder, consultant or applicant.

Frequently Asked Questions (FAQ) for Applicants

annexed to pre-selection procurement processes

No.	Questions	Answers
		PAYMENT MODALITIES
1	How will payments be made to the selected Consultant/Supplier/Contractor?	▪ The Contracting Authority (EEP) will proceed to payments to the Consultant/Supplier/Contractor, subject to submission of an invoice and all required evidences to the Contracting Authority and its acceptance by the latter. Funds disbursements from Lender (AFD) to the Contracting Authority (EEP) will be provided through "advance payment" modality, meaning that AFD will transfer funds, before expenditures occur, into a dedicated Project Account managed by EEP. ▪ Payments by EEP related to a Contract will be made in accordance with the payment schedule defined in the signed Contract and/or its Amendment(s). This may include an advance payment (where applicable), followed by interim payments linked to the completion of agreed deliverables, supply of goods or milestones, and a final payment upon acceptance of the final tasks. ▪ To ensure prompt payments, the Project Account will be regularly replenished by AFD.
2	In which currency payments will be made?	▪ Payments under the Contract will made in the currency or currencies stated in the Contract (in the case of projects in Ethiopia, usually in EUR and/or ETB).
		FISCALITY AND TAXES
3	What taxation applies to projects financed by AFD?	▪ Depending on whether or not the Consultant/Supplier/Contractor would/should have a permanent establishment in Ethiopia, taxation differs. ▪ Applicants to pre-selection or selection processes are advised to seek information from advisory firms on local taxes applicable to their case: VAT, withholding tax, fees, customs duties, etc. Consultant/Supplier/Contractor bears the responsibility of all tax-related matters.

		▪ Further information on tax obligations in Ethiopia can be found on the Ethiopian Revenue and Customs Authority (ERCA)'s website. ▪ In its financial Proposal, the Consultant/Supplier/Contractor shall clearly identify the local taxes applicable to the Contract and shall present them separately in the price schedules.
ASSOCIATION WITH LOCAL ENTITIES		
4	Is partnership with local entities required?	▪ Association with local partners, consultants, or subcontractors are not mandatory but may be highly encouraged, as the case may be, to facilitate understanding of the local business environment.
5	Which kind partnership are possible?	▪ In the case of association (optional), applicants may associate with local entities through: - Joint ventures or consortia; - Subcontracting arrangements; - Partnerships with local institutions, NGOs, or service providers. All arrangements must be clearly described in the proposal, in accordance with the bidding documents' requirements.
SECURITY CONSIDERATIONS		
6	How potential security concerns are taken into consideration?	▪ In case of Services/Works' Contracts under AFD financing and located in an area classified as orange or red by the French Ministry for Europe and Foreign Affairs, the Contracting Authority will include, in its Requests for Proposals/Bidding Documents, requirements relating to security. Such requirements shall, among others, take into account the possibility of security conditions deteriorating during the performance of the Contract.
ENVIRONMENTAL, SOCIAL, HEALTH AND SAFETY (ESHS) REQUIREMENTS		
7	What ESHS documentation may be required?	▪ In order to promote sustainable development, AFD-financed projects seek to ensure that internationally recognized ESHS standards are integrated within all the contracts it finances. ▪ Consequently, Applicants and their potential subcontractor(s) shall must carry out activities in accordance with the project's E&S Commitment Plan (which will be shared with the tender documents) and any other related document(s). This includes the

		suitability of the ESHS risk-management methodology and the mobilisation of appropriate expertise. Depending on the scope of activities, Contractors may be required to prepare or implement: - Environmental and Social Management Plan (ESMP); - Waste and Hazardous Waste Management Plan; - Stakeholders' Engagement Plan (SEP); - Biodiversity Management Plan if relevant, procedures for intervention in / near protected areas, procedures for intervention in birds' nesting / migration areas - Livelihood Restoration Plan as relevant; - Health and Safety Management Plan / procedures, in particular related to working with live electrical equipment; - Grievance Redress Mechanism (GRM) for Worker; - Grievance Redress Mechanism (GRM) for Community; - Labour Management Plan (LMP).
8	Is there a list of local accredited firms providing E&S studies?	▪ E&S studies shall be prepared by (or in association with) a consulting firm holding a valid Certificate of Competence issued by Ethiopia's Environmental Protection Authority (EPA). The list of accredited firms is available here.
	ADDITIONAL INFORMATION	
9	How can Applicants request further clarification(s)?	▪ Requests for clarification(s) have to be sent in a written form exclusively to the Contracting Authority, not later than ten (10) working days before submission. Answers will be sent to all potential Applicants having withdrawn the pre-selection documents from dgMarket.