

Embassy of India
Addis Ababa

**Invitation for Expression of Interest for Selection of Consulting Firm for
conducting of Study for Export Opportunities Study for precious and
semi-precious stones, metals and minerals from Ethiopia to India**

1. Background

Ethiopia possesses considerable reserves of precious and semi-precious stones, minerals including rare earth minerals and fossil fuels. These resources encompass opal, sapphire, emerald, gold, tantalum, lithium, cobalt, phosphorous, iron, salt, potash, soda ash, coal, petroleum, natural gas etc. Additionally, Ethiopia has significant potential in geothermal energy.

However, the contribution of the mines and minerals to the GDP and trade of Ethiopia is very low. The abundant resources of mines and minerals of the country has the potential to diversity the trade basket as well as fulfilling India's demand to a big extent.

Recognizing the potential for strengthening export opportunities, this study aims to assess the current status, the geological availability of these items, assessment of institutional arrangements and legal framework, regulatory procedures, institutional capacity and potential and challenges in mining, processing and exporting these items from Ethiopia to India.

The Embassy of India in Addis Ababa requests for the Expression of Interest from Consulting Firms for conducting market study for the production and export opportunity in the areas of precious and semi-precious stones, metals and minerals (including rare earth elements) and fertilizer inputs.

2. Objectives

The primary objectives of this study are:

- (i) To assess and analyze the region-wise potential and the current status of availability in Ethiopia,
- (ii) To analyze the current status of production and processing operations in Ethiopia
- (iii) To assess analyze the current status of mineral marketing and export of precious and semi-precious stones, metals and minerals, including rare earth elements and fertilizer inputs in Ethiopia
- (iv) To assess the challenges and barriers faced by Mining license holders in Ethiopia

- (v) To assess and identify potential intervention mechanisms for increasing production, processing and export of these commodities;
- (vi) To analyze the current status of export of precious and semi-precious stones, metals and minerals, including rare earth elements and fertilizer inputs in Ethiopia
- (vii) To assess the opportunities and challenges/barriers faced by Ethiopian exporters in accessing the market.
- (viii) To propose recommendations for strengthening export opportunities and addressing challenges.

3. Scope of Work

- (a) The study has to cover the following:-
 - (i) Geology and Mineral Potential Of Ethiopia
 - (ii) Mineral Licensing and Administration at various level
 - Federal
 - Regional
 - Zonal
 - (iii) Mining operation
 - Artsinal
 - Special Small Scale
 - Small Scale
 - Large Scale
 - (iv) Mineral processing and Value Addition
 - On Gemstone (Lapidery, Smithery and Jewelry)
 - ❖ Opal Grading, Cutting and polishing (Lapidary)
 - Industrial Minerals
 - Dimension stones
 - Metallic minerals
 - (v) Value chain, promotion and Marketing
 - (vi) Mining Education and training facilities
 - University level (Long term and Short term training)
 - Technical and Vocational trainings
 - On the job training for miners
 - (vii) Mining and Exploration services (Geophysics, GIS and remote sensing, Drilling and Laboratory, Blasting etc)

The selected organization will be responsible for:

- (i) Reviewing existing literature, reports, and data related to the availability, production, processing, and export of precious and semi-precious stones, Metallic and industrial minerals, including energy minerals and rare earth elements, and fertilizer inputs in Ethiopia.
- (ii) Conducting field visits to key availability, production and processing areas in Ethiopia to gather primary data.

- (iii) Analyzing market trends and demand in India for precious and semi-precious stones, metals and minerals, including rare earth elements and fertilizer inputs.
- (iv) Engaging with relevant stakeholders, including government agencies, exporters, and industry associations.
- (v) Identifying and analyzing exploration and mining policies, trade policies, regulations and trade barriers.
- (vi) Providing a comprehensive report with findings, conclusions, and actionable recommendations.

4. Deliverables

The organization is expected to deliver the following within the prescribed time frame:

- (i) Draft Inception Report upon completion of the desk review, consultation with Embassy of India and doing preliminary assessment. The inception report should include outlining the methodology, a clearly defined work plan and data collection tools
- (ii) Interim report providing preliminary findings and progress updates
- (iii) Draft final report for review and feedback
- (iv) Final report incorporating feedback, with detailed analysis, best practices and recommendations.

5. Timeline

The study is expected to be completed within 2 months, starting from the contract signing date.

6. Proposal Submission

Interested firms should be submit their proposal in the following manner:-

- (i) One sealed envelope should contain the **technical proposal**, as well as the details of the company/consultant, copy of academic credentials for the proposed consultant(s) and relevant organizational experience. The necessary documents pertaining to eligibility criteria (refer Para 7 of this document) should also be submitted in this envelope. The technical proposal should include proposed methodology, past experience in similar projects/studies, implantation timelines and list of personal referees. This envelope should be superscribed as “Technical proposal for Expression of interest for market study” with the submitting company’s details.
- (ii) The second sealed envelope should contain the **financial proposal** and should be superscribed as “Financial proposal for Expression of interest

for market study” with the submitting company’s details. The financial proposal must clearly show the total amount in lumpsum (excluding VAT) and the VAT amount.

- (iii) The above mentioned two sealed envelopes should be placed in one outer cover and the same may be submitted to the following address latest **by 1700 hrs (East Africa Time) of 19 August 2024.**

Second Secretary (Commerce)
Embassy of India
House No. 224, Kebele 13/14, Woreda 07
Arada Sub-City
Near Bel Air Hotel
Aware, Addis Ababa

The proposal may be submitted by post/by hand. The proposals submitted through email would not be accepted. The Embassy would not be responsible for any postal delays and the proposal, which reaches after the deadline, would be liable to be rejected.

7. Eligibility Criteria

- (i) The organization must be a registered and reputable entity in Ethiopia. The company must submit a copy of their license/registration certificate in technical cover.
- (ii) The consultant should have minimum requirement of Master degree on geophysics, geology, hydrology, mineral exploration or related areas.
- (iii) The consultant should possess minimum of at least 3 years’ experience in the field of mineral exploration and exploitation, hydrology, geophysics, geology or related sphere and should have strong understanding of, or practical experience in mineral exploration and exploitation and drilling or should have conducted similar studies. Relevant details need be submitted in Technical Cover.
- (iv) Knowledge of the Ethiopian agricultural sector and export regulations. Relevant details need be submitted in Technical Cover.

8. Proposal Evaluation and Contract Award

- (i) Proposals will be evaluated based on the organization's experience, methodology, and cost-effectiveness.
- (ii) Only the agencies which qualify the Technical Evaluation by the Embassy will be eligible to be selected for financial evaluation.
- (iii) No change in Financial Bid will be entertained.
- (iv) The bidder with the Lowest Bid value will be awarded the contract.
- (v) The Embassy’s decision in awarding the contract will be final.

For any inquiries, please contact on com.addisababa@mea.gov.in

9. **CONFIDENTIALITY AND PROPRIETARY INTERESTS**

The consultant shall not either during the term or after termination of the assignment, disclose any proprietary or confidential information related to the consultancy or the Government without prior written consent. Proprietary interests on all materials and documents prepared by the consultant under the assignment shall become and remain properties of the Government of India.

(Ravi Shankar)
Second Secretary (Commerce)
24 July 2024