

NOTICE INVITING EXPRESSION OF INTEREST



**EOI No.: 2025/RITES/EXPOTECH/Professional
Services/ETHIOPIA**

Request for Expression of Interest for selection of professional entity as RITES' Associate and Partner for Provision of Marketing, Pre Award Activities and/or execution of Consultancy Works/Supply Contracts in Transportation Infrastructure sectors, e.g. Railway, Port, Highway, Building, Airport, Supply of Rolling Stock, Metro Railway Systems, Inland Container Depots (ICDs) and Private Fright Terminals (PFTs) etc. for the business of which RITES may be interested in ETHIOPIA.

January 2025

Sub: Request for Expression of Interest for selection of professional Entity as RITES' Associate and Partner for Provision of Marketing, Pre-Award Activities and/or execution of Consultancy Works/ Supply Contracts in Transportation Infrastructure sectors, e.g. Railway, Port, Highway, Building, Airport, Supply of Rolling Stock, Metro Railway Systems, Inland Container Depots (ICDs) and Private Fright Terminals (PFTs) etc. for the business of which RITES may be interested in ETHIOPIA.

1. RITES Limited, a Govt. of India Undertaking, is looking for potential firms based at Ethiopia, to work as professional Entity with RITES, who are interested and capable of undertaking assignments for reputed Clients at Ethiopia for the sectors of which RITES maybe interested in Ethiopia.
2. RITES Ltd. as multi-disciplinary total transport, Infrastructure, and related technologies Engineering Consultancy Organization, provides a comprehensive array of services under a singlerooft and believes in transfer of technology to Clients. RITES Ltd. has developed excellent capabilities for taking up consultancy assignments and recognized as one of the leading Transportation Consultants in the World. RITES Ltd. has a standing of more than four decades of operational experience in the 55 countries of Africa, Asia, Middle East and Latin America for foreign National Governments, International Financial Institutions, Ministries and other Apex Organizations.

3. SERVICE SPECTRUM

3.1 Railway Infrastructure Studies and Upgradation/Rehabilitation of Existing Railway Systems.

RITES has state-of-the-art facility, expertise and experience in the field of Feasibility Studies, Preliminary Engineering-cum-Traffic Studies, Final Location Surveys, Detailed Project Reports and Detailed Engineering of Conventional Railways, High-Speed Railways and Dedicated Freight Railways, using state-of-the-art surveying and optimization technologies such as Aerial LiDAR survey, Quantum Alignment Optimization software, Bentley Rail Design and Concept Station software, etc.

- Feasibility Studies,
- Preliminary Engineering-cum-Traffic Studies,
- Front End Engineering and Design (FEED)/ Detailed Project Report (DPR),
- Detailed Engineering Studies,
- Integrated design services and technical support for new railway projects,
- Rail capacity augmentation works like doubling, Third line, Development of Operations and Maintenance facilities,
- Rehabilitation / Reconstruction of existing track.

3.2 Sector – Export & leasing of Railway Rolling Stock

- Supply and commissioning of locomotives (Diesel Electric and Electric) and rolling stock i.e. Passenger Coaches, Freight Stock (Wagons), Diesel Electric Train sets (DEMUs), Electric Multiple Units (EMUs), Tourist Trains, Metro Coaches etc. designed and customized to the requirements of clients,

- Rehabilitation/ upgrade of rolling stock,
- Supply, installation, commissioning of machinery & plant for railway maintenance facilities,
- Supply of maintenance equipment for P-Way & other railway infrastructure,
- Consultancy Services for upgrading rolling stock maintenance facilities,
- Leasing of locomotives and provision of expert technical services,
- Technical assistance and feasibility study, detailed planning and techno-economic analysis for optimizing investment decisions in rolling stock maintenance,
- Consultancy in operation, maintenance of rolling stock and training.

3.3 Urban Infrastructure

- Detailed Engineering Studies and preparation of Detailed Project Reports (DPRs),
- Detailed Design and Project Management, including Construction Supervision of Mass Rapid Transit System (MRTS) projects,
- Transport planning & policy at city, regional and national levels,
- Comprehensive Traffic and Transport Studies and Transport Master plan,
- Integrated Multi-Modal Mass Rapid Transport Planning,
- Bus system planning and design,
- Transit Oriented Development Studies,
- Environmental & Social Impact Assessment Studies.
- Sustainability and Green Mobility
- Wastewater & waste management
- Transport Logistics planning and Design

3.4 Highway Engineering

RITES provides comprehensive road transport consultancy services covering all aspects of conceptual, preliminary & detailed design proof checking of design and drawings, construction supervision, authority's engineer and independent engineer services, project management services, external technical audit, third party inspection/quality assurance, safety audit, operation and maintenance of expressways, highways, feeder/rural roads, long bridges/viaducts, skywalk and tunnels, maintenance planning/management of road networks, strategic planning for improvement/upgrading of road system.

3.5 Bridge Engineering

The Bridge consultancy is handled by a multi-disciplinary group consisting of transport planners, surveyors, geologists, geotechnical experts, hydrological & hydraulic experts, traffic experts, bridge engineers, quantity surveyors, economists, construction managers, and computer professionals. The team provides services from concept to commissioning involving planning, investigation, design, bid management and designer support during construction for new as well as rehabilitation of rail bridges, rail-cum-road bridges, road over/under bridges, approach structures like rail/road viaduct, suspension, cable-stayed & extra-dosed bridges on various modes of operation, including PPP. It also provides consultancy for River Engineering

works involving Hydraulic Model Study, design of river training & protection measures.

3.6 Tunnel Engineering

- Route selection and Alignment Studies,
- Prefeasibility & Feasibility Studies,
- Detailed Engineering, including Topographical Surveys, Geological and Geotechnical Studies,
- Detailed Design Consultancy, including design and drawings, technical specifications & BOQ,
- Expert Engineering Services, including supervision during construction,
- Instrumentation & Rehabilitation Studies,
- Slope Stability Analysis,

3.7 Airport Engineering

- Master planning, site selection & obstruction surveys,
- Air traffic surveys, demand assessment & forecasting,
- Project Feasibility Studies, Detailed Project Reports, EIA,
- Design and construction management of passenger terminals, cargo terminals, hangars, workshops and maintenance facilities,
- Design and construction management of airport pavements, control tower, technical and operational buildings,
- ATC systems design, communication and navigational aids, visual ground aids,
- Non-destructive evaluation of airfield pavement using 'HWD',
- Design of heliports and allied infrastructure,
- Design and PMC for Development of Land ports.

3.8 Electrical Engineering

RITES provides consultancy services for Preliminary Engineering and Traffic Study (PETS), pre-feasibility, feasibility, Detailed Project Report (DPR), Detailed Engineering (DE), project management, stage-to-construction supervision and commissioning of sub-station, grid sub-station, building electrification, HVAC & fire alarm system, E&M work, escalators & elevators, DG sets, rural electrification, solar modules photo voltaic system, quality assurance and surveillance inspections in the field of railway electrification and electric substations, building electrification, air conditioning, illumination systems, installation of lifts and preparation of operation & maintenance manual etc. RITES team of specialists and its well-developed computer-aided design center with unique software packages render comprehensive services and endeavor to enter new area designs of high-speed lines.

3.9 Industrial Engineering and Ropeway:

- Concept to commissioning services for setting up of Railway Workshops & other Industrial Units including Civil/Electrical works and Machinery & Equipment,
- Preparation of Techno-economic Feasibility Study Reports and Detailed Project Reports,

- Detailed Design/Engineering Services, including preparation of Cost Estimates,
- Undertaking productivity improvement studies and their implementation,
- Process streamlining, layout planning and workstation design,
- Transaction Advisory and Bid Process Management services for PPP/JV projects.

3.10 Ports & Water Resources Engineering, Ports and Harbour Sector

- Port Location Studies, Port Planning & Harbour Engineering,
- Dredging and reclamation, Navigational systems,
- Port Connectivity (Rail / Road / Waterway),
- Breakwaters & Model studies for port development, CRZ and EIA studies,
- Berthing structures,
- Material handling systems, port utilities, traffic studies, cost benefit analysis & project viability,
- Advisory services for privatization, project management & independent engineering services.

Inland Water Transport (IWT) Sector

- System planning, River engineering, Hydrographic surveys and investigations,
- River terminals, Training works & River management studies,
- Traffic and transport economics, financial analysis & EIA studies.

Water Resources Engineering Sector

- Reservoir capacity studies, Flood mitigation studies,
- Design of intake structures, dredging and shore disposal studies.

3.11 Quality Assurance

- Third-party inspection of material in India and abroad,
- Stage inspection/in-process inspection of material,
- Vendor capacity and capability assessment,
- Surveillance audit of vendor and products,
- Witnessing of energy efficiency tests of equipment in certified test labs,
- Development of Quality Assurance Plans(QAPs),
- Quality Audit of process and systems,
- Independent Agency for Monitoring and Evaluation (IAME) for Energy Efficiency Standard and Star Labeling Program for consumer durables and other electrical equipments,
- Independent Review and Monitoring Agency (IRMA) for Infrastructure Project.

4. Scope of EOI

4.1 This EOI is called for selection of Agency to collaborate with RITES for its various upcoming projects/ assignments in ETHIOPIA.

4.2 The collaboration between the parties can be in following two ways:

4.2.1 As RITES' Associate for Business Development and related Liaisoning Works which involves,

4.2.1.1 Activities that are required to be carried out before the award of contract and are important from business development point of view. These activities typically include keeping track of the tenders issued in ETHIOPIA Railway/ Transport Infrastructure systems from time to time, timely intimation to RITES, purchase of tender documents, discussing and negotiating technical / commercial terms and conditions with the client, printing & compilation of RITES' offer, providing support for preparation / submission of EMD (including release of EMD in case RITES' bid is not successful), follow up with client for release of letter of award etc., in case RITES' bid is successful. Besides, pre-award activities, such as an agency can also help RITES in carrying out marketing activities such as submission of introductory letters / technical pamphlets, fixing up of meetings and making arrangements for presentations etc. for showcasing capabilities of RITES and Indian Railways in the area of Rolling Stock exports and related services.

4.2.1.2 After the selected agency has been instrumental in getting the contract awarded to RITES by the Client, an agreement for provision of post award services by the entity covering the fee payable and the financial terms and conditions would be signed, which would take into account the terms and conditions and the prices at which the contract is signed with the Client.

4.2.1.3 For executing orders for export of Rolling Stock, RITES undertakes sourcing of Rolling Stock from Indian Railways' Production Units / Zonal Railway workshops, duly customized to foreign client's requirement. Besides RITES also undertakes activities such as shipment to destination, commissioning as also after-sales services at site for the warranty period, normally ranging from two to three years. RITES also provides related services including technical assistance, maintenance support, facilities planning, workshop upgradation and training etc.

There are a large number of activities related to pre-shipment, post-shipment and during the warranty periods requiring close coordination on regular basis with various local agencies at client country relating to overseas contracts, a need to have a mechanism in place for undertaking these activities has always been felt.

4.2.2 As RITES' Partner in executing the Projects/Assignments,

4.2.2.1 Collaboration in providing various consultancy services such as Feasibility Studies, Detailed Project Report, Construction Supervision Services/Independent Engineer, Project Management Consultancy in identified sectors like but not limited to railways and metro rail, roads, airports, ports, ropeways, highways, expressways, bridges underpass & flyovers, tunnels, urban transport, energy, water resources & hydropower, water, wastewater & waste management, urban/industrial building design etc. in ETHIOPIA.

4.2.2.2 For the above collaboration, the Parties will jointly explore, identify, secure and execute consultancy assignments in ETHIOPIA. The Parties shall facilitate the development of business proposals including exploring consultancy opportunities arising at various Govt./ Semi Govt./ Autonomous Bodies or Authorities/ Multilateral Funding Agencies like WB, ADB, JICA, etc. in ETHIOPIA.

4.2.2.3 The Parties will explore business opportunities of mutual interest in ETHIOPIA & nearby geographies and complement each other in partnerships resulting in increased capability for bidding and carrying out identified infrastructure projects on entering into separate agreements for each project. Each Party will bear its own costs in relation to fulfilling its anticipated role.

5. An MoU will be signed between RITES and Professional Entity for **Provision of Marketing, Pre-Award Activities and/or execution of Consultancy Works/Supply Contracts**. In case the entity, through its efforts, is successful in securing an order for RITES, it may be engaged by RITES as a RITES' Associate/Partner for the post-award activities.

6. The selected entity would not be entitled to any payment for the pre-award services except for the actual expenses undertaken by it for pre-award activities such as for purchase of contract documents, printing cost, courier charges, etc. and same would be reimbursed based on prior authorization by RITES and against submission of actual bills.

7. Period of Engagement

7.1 This MoU shall be valid for an initial period of two years (02) from the Effective Date, which can be extended by mutual consent between the Parties.

8. Kindly give all your relevant technical and financial details to assess your suitability forengagement as a local professional entity as required below:

- a. Certificate of Identity/Registration/Incorporation of the firm registered in ETHIOPIA.
- b. **Profile, work experience, resources available of the firm registered in ETHIOPIA.**

- c. Financial details of the firm registered in ETHIOPIA i.e. Tax Registration Certificate, Audited Financial Statement of last three (3) years.
- d. **Other relevant inputs like feedback/certificates from the client of the firm registered in ETHIOPIA.**
- e. Any other information deemed fit for the subject EOI.

Your reply offer may be sent at the earliest and not later than 31 January 2025 on these email IDs: ed.exp@rites.com; sbu.exp.bd@rites.com; ramavatar@rites.com

- 9. Interested Firms requiring any clarification on terms and conditions of Notice inviting Expression of Interest document may notify through queries before **20 January 2025** on email addresses mentioned in Clause No. 8. Response to such queries will be uploaded by RITES Limited on their website i.e. <https://www.rites.com>. Any addendum/corrigendum will also be uploaded by RITES on RITES' Website <https://www.rites.com>