

READVERTISEMENT - INVITATION TO SUBMIT EXPRESSION OF INTEREST FOR DESIGN AND DEVELOPMENT OF INNOVATIVE SANITATION SOLUTIONS FOR INCONTINENT PEOPLE AND YOUNG CHILDREN AGED BELOW 3 YEARS.

REOI Reference: REOI-ET10-03-2023	Country: Ethiopia	Date: 05 September 2023
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The International Organization for Migration (IOM) is an intergovernmental humanitarian organization established in 1951 and is committed to the principle that humane and orderly migration benefits both migrants and society. The International Organization for Migration (IOM) invites interested private sector companies to submit Expressions of Interest (EOIs) for the Design and Development of Innovative Sanitation solutions to support two groups of people to better manage their sanitation needs i.e. people with incontinence and young children. The purpose of REOI is to pre-qualify vendors that wish to participate in a forthcoming solicitation process.

Interested Vendors can find this REOI on the IOM website <https://www.iom.int/procurement-opportunities> and The UN Global Market Place link: <https://www.ungm.org/Public/Notice>;

To enable you to submit an EOI, please carefully read the below sections of this REOI.

- Section 1: Instruction to Vendors
- Section 2: Eligibility and Qualification Requirement

If you are interested in submitting an EOI, please prepare your Interest in accordance with the requirements and procedure as set out in this REOI and submit **on or before 20 September 2023 4:00 PM (East African Time)**.

Entities that had previously submitted their interests do not need to resubmit. However, should they wish to re-submit revised version of their interests, then they are free to do so.

IOM will hold an information session on **13 September, 11.00 am (East African Time)** which will explain the EOI in more details and clarify any queries from the vendors. Interested vendors can join the meeting via [Teams](#) or physically at IOM Ethiopia's office in Addis Ababa. Vendors planning to attend the information session are requested to send names and email addresses of all participating individuals from their organization/company to iomethiopatender@iom.int. by **12 September 2023** for details on how to participate in the information session. Attendance to this information session is not mandatory for an organization to apply for the EOI.

IOM appreciates your interest in participating in the project and looks forward to receiving your EOI.

SECTION 1: INSTRUCTION TO VENDORS

<p>Purpose of the Invitation</p>	<p>IOM seeks to form partnerships with legal entities including private sector companies or social enterprises, with the aim of developing sanitation solutions for people with specific needs in Ethiopia i.e., people suffering from incontinence and children aged below 3 years who are not able to use toilets independently. The solutions being sought should contribute to reduction of health and environmental risks associated with open defecation and challenging disposal of used materials for managing incontinence and young children's faeces. The solutions can either be products or services.</p> <p>IOM is seeking one or more private sector companies (national or international) to partner with in delivering one or more of the following three key functions of the Sanitation for All project:</p> <ol style="list-style-type: none"> 1. Design innovative solution(s) that are affordable, acceptable to users and are environment friendly to help people suffering from light, moderate and heavy incontinence (Urinary and Faecal) to better manage their condition. 2. Design innovative solution(s) that are affordable, acceptable to users and are environment friendly to help mothers and caregivers of children aged below 3 years who are unable to independently use toilets to better manage their children's faeces. 3. Capacity building of five local groups to produce the sanitary solutions for either function 1 or 2 or both (depending on the entity's area of interest). <p>Interested entities <u>do not</u> need to be experts or have experience in all the three areas highlighted, rather, they may choose an area that they feel confident they can deliver based on their experience. Therefore, interested entities can bid for either function 1 or 2 or all the three functions.</p> <p>Upon selection, partners will be expected to contribute to the development and pilot the innovative solutions.</p> <p>It is expected that entities delivering either function 1 or 2, will also collaborate with IOM and its partners involved in the project to support the empowerment of local groups through capacity building to produce selected solutions/products that the entity will have helped to design.</p> <p>IOM envisages that at least 5 local groups will be capacity built. These groups will be identified by a partner to be engaged separately by IOM. The Private Sector entity's role in the capacity building will be to coordinate with IOM and the partner to train the groups to produce the designed solutions locally.</p>
<p>UNSPSC code(s)</p>	<p>42143900 and 76120000 but not limited to specified category</p>
<p>Deadline for the Submission of EOI</p>	<p>20 September 2023, 04:00 pm (EAT).</p> <p>If any doubt exists as to the time zone, refer to http://www.timeanddate.com/worldclock/.</p>

Content of EOI	<p>This request for Expression of Interest (REOI) is aimed at pre-qualifying potential private sector entities to work with IOM on the works described in the section above. Eligible and pre-qualified entities will be invited to participate in the forthcoming solicitation process.</p> <p>The EOI should include the information as stipulated in Section 2: Eligibility and Qualification Requirement.</p>
Method of Submission	<p>EOI must be submitted as follows:</p> <p><input checked="" type="checkbox"/> Email or</p> <p><input checked="" type="checkbox"/> Courier / Hand delivery</p> <p>Email</p> <p>Expressions of interest shall be sent by email as follows:</p> <p>Email address: All e-mailed submissions must be sent to: iomethiopatender@iom.int copying egalang@iom.int. No other recipient should be "Cc" or "Bcc" in the e-mail submission.</p> <ul style="list-style-type: none"> ▪ File Format: PDF ▪ File names must be maximum 60 characters long and must not contain any letter or special character other than from Latin alphabet/keyboard. ▪ All files must be free of viruses and not corrupted. ▪ Max. File Size per transmission: 20MB per e-mail. If the bid consists of large files, it is recommended that these files be sent in separate emails prior to the submission deadline. ▪ Mandatory subject of email: All e-mail communication in relation to the submission must clearly indicate “EOI for Design and Development of Innovative Sanitation solutions for Incontinent People and young children aged below 3 years” in the "Subject" line of the e-mail. ▪ You should receive an email acknowledging receipt. <p>Courier / Hand delivery</p> <p>Expressions of interests can be send to the following address:</p> <ul style="list-style-type: none"> ▪ International Organization for Migration (IOM) Office in Ethiopia ▪ Kirkos Sub-City, Wereda 8, Kazanchis behind Zequala Complex near UNECA YeMez Building ▪ P.O.Box: 25283, Code 1000, Addis Ababa, Ethiopia.
Contact Persons for correspondence and clarifications	<p>iomethiopatender@iom.int.</p>
REOI Conditions	<p>This Request for Expression of Interest does not constitute a solicitation. IOM reserves the right to change or cancel the requirement at any time during the EOI and/or subsequent solicitation process. IOM also reserves the right to require compliance with additional conditions as and when issuing the final solicitation documents. Submitting an EOI does not automatically guarantee receipt of the solicitation documents when issued. Invitations to bid or requests for proposals and</p>

	any subsequent purchase order or contract will be issued in accordance with the rules and procedures of IOM.
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SECTION 2: ELIGIBILITY AND QUALIFICATION REQUIREMENT

Kindly submit the following mandatory documents in respect of the requirements. These documents will help us assess and establish eligibility and qualifications.

Requirement	Mandatory information needed
Legally registered entity	(Attach valid certificate of registration (Certificate of Incorporation) or other applicable license/ documentation.
Letter of Expression of Interest: duly completed and signed	<p>Letter of Expression of Interest should include.</p> <ul style="list-style-type: none"> • Brief presentation of the company including the nature of solutions/products they produce, number of staff, turnover, years in business. • Contact information: full name and address, country, telephone number, e-mail address, website, and contact person. • Specifications of which of the three functions of the Sanitation for All project outlined above, the entity intends to deliver, and all the information required as per the eligibility and qualification requirements. • Ability to work in Ethiopia.
Company profile	<ul style="list-style-type: none"> • Company profile and management structure (including owners, key, and technical personnel). • Curricula Vitae (CVs) and documentation supporting the experience and qualifications of the technical personnel.
Previous experience	<ul style="list-style-type: none"> • Working on sanitation solutions for people suffering from incontinence and sanitary solutions for young children or similar solutions. • At least 3 years of relevant experience working on similar assignments. • Reference list of previous assignments demonstrating experience relevant for participating in this upcoming bidding process.