



## REQUEST FOR EXPRESSIONS OF INTEREST (CONSULTING SERVICES– **INDIVIDUAL SELECTION**)

JAMAICA: Foundations for Competitiveness and Growth Project  
Loan No.: 9203-JM

**Assignment Title: Consultancy to Develop a Strategy for Growing Exports by Increasing the Supply of Key Goods & Services**

**Reference No.: FCG/AF/CON/39**

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The Government of Jamaica (GoJ) has received financing from the World Bank toward the cost of the Foundations for Competitiveness and Growth Project (FCGP) and intends to apply part of the proceeds for consulting services. The Project is being implemented by the Planning Institute of Jamaica in collaboration with the Jamaica Promotions Corporation (JAMPRO) as the Lead Coordinating Agency (LCA) for Component 1 and the Development Bank of Jamaica as Lead Coordinating Agency for Components 2 and 3.

The FCGP is expected to be concluded on March 31, 2024 based on the Additional Financing that has been approved by the World Bank and Government of Jamaica (GOJ) to implement critical investment climate reforms. The expected outcome of the expansion is the marked improvement in the business climate. The initiatives under the project are expected to strengthen the enabling environment for private sector competitiveness to help Jamaica unleash its potential for productivity and growth, including to improve the trade environment.

JAMPRO, as a key partner in Jamaica's economic development, is therefore committed to meeting its mandate for growth, and specifically its main strategic imperative, which is to promote and enable exports and investments. The organization is therefore keen to support the business strategy developed by the Ministry of Industry, Investment and Commerce, which lists as a main outcome '...to increase exports by 20% by 2025.'<sup>1</sup>

To achieve desired, sustained growth and a higher contributor to GDP from key industries in the goods and services sectors, a detailed analysis of the sector and the hurdles that prevent grasping a bigger share of the world exports for positively impacting growth and GDP must be determined to identify the key activities required both at the governmental and firm levels to increase export volumes and value from Jamaica.

Over the past decade, there has been a concerted effort by JAMPRO and partners<sup>2</sup> via the Export Max Programme to develop the capacity of its participants to better manage their export business and to improve the quality and increase the quantity of products and services being exported. The Programme targets mainly micro and small exporters. The intervention has also sought to increase the number of markets and buyers these exports are reaching.

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<sup>1</sup> [Industry, Investment and Commerce – Jamaica Information Service \(jis.gov.jm\)](http://jis.gov.jm)

<sup>2</sup> The Export Max Programme was launched in 2011 and partners (JMEA and Jamaica Business Development Corporation – JBDC) joined JAMPRO as implementing partners for Export Max III in 2018). In that iteration, the number of clients participating increased from 20 to 50. The Programme won the esteemed World Trade Promotions Organisation Awards-WTPO twice – first in n 2012 and more recently in 2022.

The consulting services (“the Services”)

The objective of this assignment is to assess the demand and supply of goods and services in which Jamaica is deemed to have a competitive advantage and identify the scope for business expansion, new investment, and enhanced facilitation in a bid to grow exports. In so doing, the consultant is expected to:

1. Identify the current global demand and supply for Jamaica’s goods and services.
2. Assess the gap between Jamaica’s supply capacity to meet demand for exportable goods and services; and
3. Develop the strategic framework required for increasing the supply of goods and services to take advantage of export opportunities in key overseas markets.

The anticipated duration of the assignment is seven (7) months.

Interested consultants may obtain the Terms of Reference at [www.gojep.gov.jm](http://www.gojep.gov.jm) or [www.pioj.gov.jm/procurement](http://www.pioj.gov.jm/procurement).

The Planning Institute of Jamaica now invites eligible individuals (“Consultants”) to indicate their interest in providing the Services. **Interested Consultants should provide curriculum vitae with detailed information demonstrating the required qualifications and relevant experience to perform the Services. The Consultant will be selected based on the following:**

Criteria	Allocation of Scores <sup>3</sup>		
<b>Master's Degree</b>	With concentrations in Development Economics with Statistics, International Trade & Development, or other related disciplines; <b>(15 points)</b>	With concentration in other disciplines; <b>(7 points)</b>	No Master's Degree; <b>(0 points)</b>
<b>Experience in developing national strategies or plans and governance frameworks for sustainable business development/quality applicable infrastructure</b>	Three (3) similar assignments completed in the past ten (10) years <b>(30 points)</b>	Two (2) similar assignments completed in the past ten (10) years <b>(20 points)</b>	One (1) similar assignments completed in the past ten (10) years <b>(10 points)</b>
<b>Experience in preparing national or similar strategies in Jamaica, or other Commonwealth nations</b>	Two (2) strategies or plans completed within the past seven (7) years <b>(10 points)</b>	One (1) strategy or plan completed within the past seven (7) years <b>(7 points)</b>	No strategies or plans completed within the past seven (7) years <b>(0 points)</b>
<b>Experience in conducting quantitative and qualitative research, including field research</b>	Seven (7) or more years demonstrable experience; <b>(15 points)</b>	Four (4) to Six (6) years demonstrable experience;	One (1) to Three (3) years demonstrable experience;

<sup>3</sup> If the submitted curriculum vitae does not fit within the allocation of scores provided for each criterion, zero points will be allotted for said criterion.

		<b>(10 points)</b>	<b>(5 points)</b>
<b>Experience in preparing global benchmarking research</b>	Three (3) projects completed over the past ten (10) years <b>(15 points)</b>	Two (2) projects completed over the past ten (10) years <b>(10 points)</b>	One (1) project completed over the past ten (10) years <b>(5 points)</b>
<b>Assignments that required the Consultant to utilise participatory methodologies, stakeholder engagement and facilitation of workshops or meetings</b>	Three (3) assignments within the past seven (7) years <b>(15 points)</b>	Two (2) assignments within the past seven (7) years <b>(10 points)</b>	One (1) assignments within the past seven (7) years <b>(5 point)</b>

A Consultant will be selected in accordance with the Selection of Individual Consultants method set out in the World Bank’s “Procurement Regulations for IPF Borrowers” July 2016 (revised in November 2017, July 2018 and November 2020) (“Procurement Regulations”).

Expressions of Interest (EOIs) must be uploaded on or before **November 28, 2022, at 11:45pm**. Submissions will be accepted via the Government of Jamaica Electronic Procurement Portal ([www.gojep.gov.jm](http://www.gojep.gov.jm)). No hard copy submission will be accepted.

To participate in this tender opportunity, consultants must first be registered and know how to use the electronic Procurement System, [www.gojep.gov.jm](http://www.gojep.gov.jm). Please self- register on the e-GP System, by selecting the Register as a Supplier link from the home page. Consultants are encouraged to upload their submissions at least two (2) hours prior to the deadline for submission. For assistance, and training please contact the GOJEP support desk at: 1-876-932-5220 or 1-876-806-5149 or 1-876-806-4581; or 1-876-806-4536 or via email at [opppcustomercare@mof.gov.jm](mailto:opppcustomercare@mof.gov.jm).

Further information can be obtained at the address below during office hours of 9:00 AM and 4:00 PM.

**Planning Institute of Jamaica**  
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