Terms of reference (ToR) for the procurement of services up to the value of EUR 20,000

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Contents

I. General information

a. Brief information on the project

The objective of the Better Migration Management (BMM) programme is to improve the human-rights based management of safe, orderly and regular migration and to support competent national authorities in addressing the trafficking in human beings and the smuggling of migrants within and from the Horn of Africa region.

The project is commissioned by the Federal Ministry for Economic Cooperation and Development (BMZ) and is co-funded by the European Union for the duration from October 2022 to September 2025. The project is implemented by a partnership of British Council, CIVIPOL, IOM, UNODC, and the lead organisation GIZ. The target countries in the Horn of Africa are Djibouti, Ethiopia, South Sudan, Kenya, Somalia and Uganda. The BMM III programme has three components:

- **Migration Governance;**
- **Cooperation on Anti-Trafficking and Anti-Smuggling;**
- **Protection.**

As part of the implementation of the BMM programme, GIZ has a dual role of both coordinating the activities of the implementing partners based on the agreed-upon annual work plan as well as to directly implement certain activities.

b. Context

Djibouti occupies a strategic position in the Horn of Africa, serving as a critical transit hub for migrants traveling from neighboring countries, such as Ethiopia and Somalia, towards the Middle East and other destinations. This migratory route is characterized by both regular and irregular migration flows, often exposing migrants to heightened risks such as human trafficking, economic exploitation, and abuse. In response, the Djiboutian government has committed to enhancing border management to address the challenges associated with these migration patterns.

The implementation of the e-Visa system is a cornerstone of Djibouti’s efforts to modernize its border management processes. The system facilitates streamlined processing of visas, improved management of migrant data, and enhanced control over migratory flows at border posts. Despite its potential, a recent assessment conducted in June 2024 revealed significant gaps that hinder the e-Visa system’s full functionality and efficiency.

Key challenges include:

Remote border posts, particularly Balho and Guelileh, experience frequent power outages that disrupt operations. Solar power systems are urgently required to ensure reliable energy for continuous use of IT systems.

Addressing these issues is critical to strengthening Djibouti's border management capabilities. This initiative under the Better Migration Management (BMM) Program focuses on equipping border posts with the necessary tools to enhance the e-Visa system.

By bridging these gaps, the project aims to achieve several outcomes:

Enhanced security and efficiency in processing migratory flows.
Improved working conditions and morale of immigration officers.
Greater operational capacity to combat irregular migration, human trafficking, and associated vulnerabilities.
Contribution to regional migration governance efforts through better data management and coordination.
This initiative also aligns with Djibouti's broader commitment to fostering regional stability and improving migration governance in the East and Horn of Africa region. It demonstrates the government's proactive approach to leveraging technology and infrastructure investments to address complex migration challenges.

In this context, the procurement and deployment of solar power systems for two 20ft containers stationed at the Balho border post will provide a robust foundation for the sustainable operation of the e-Visa system.

c. Specifics objectives:

The primary objective of installing solar systems at the Balho and Guelileh border posts is to address the critical energy challenges that impede effective border management operations. At the Balho border post, where there is no existing solar infrastructure, the reliance on fuel-powered generators has proven to be both costly and unreliable, leading to frequent disruptions in essential services such as the e-Visa system. The installation of a comprehensive solar power system at Balho will ensure a consistent and renewable energy source, enabling uninterrupted operation of IT systems, communication tools, and lighting. This will enhance the operational efficiency of the post, support better management of migratory flows, and improve the working conditions for immigration officers.

By providing sustainable energy solutions tailored to the specific needs of Balho border post, this initiative will strengthen border management capabilities and support the broader objectives of the Better Migration Management (BMM) program.

Balho Border Post:

Design, supply, and install a comprehensive solar power system to provide a stable, renewable energy source that meets operational requirements.

The selected contractor shall be responsible for the following:

- System design: Provide technical drawings
- Procurement: Supply high quality components (solar panels, batteries, etc). See in annex for more details
- Installation: complete setup and integration of the solar system.
- Training: Train border post personnel on system usage and maintenance for sustainability purpose.

II. Tender requirements

Requirements and Conditions

1. The contractor must have proven experience in large-scale procurement and installation of IT equipment and renewable energy systems.
2. Demonstrated expertise in implementing similar projects in remote locations , is required.
3. The contractor must provide detailed technical specifications for all equipment including detailed timelines and cost estimates. and ensuring compatibility with existing systems and adherence to the specified requirements.
4. The contractor should have the capability to design and install solar power systems, ensuring they meet the operational demands of the designated border posts.
5. The contractor must demonstrate the capacity to transport and install equipment at remote border posts across Djibouti
6. Timely delivery and installation of equipment and solar systems must be ensured as per the agreed project timeline.
7. Solar systems must meet international safety and quality standards and include warranties for components and installation.
8. The contractor must adhere to environmental and social safeguards, particularly in the installation of solar systems.

2. Appropriateness of proposed concept

Please specify between one and five objective criteria which are to be used for an objective evaluation of the concept within the “Assessment grid for the technical evaluation of tenders’ and enter these in the second section of the grid (2.1 -2.5).

1. The contractor must demonstrate substantial experience in designing and installing solar systems, particularly in remote or resource-constrained environments. Their proposal should include examples of successful solar projects, preferably in similar geographical or operational contexts

2. The contractor must provide a clear strategy for the durability and long-term performance of the solar systems. This includes the use of high-quality components, comprehensive warranties, and after-sales support for maintenance and repairs.
3. The concept should outline plans to train local technicians or immigration staff on the operation and basic maintenance of the solar systems. This approach ensures sustainability by reducing dependence on external support for routine system upkeep.

3. Specification of inputs

Calculate your financial bid exactly in line with the quantitative requirements of the specification of inputs above

Tender conditions

Interested and qualified bidders can download the tender documents via links provided by the online annoncements.

Offers should include

1) Official letter expressing interest.
2) Company profile details including full company name, full address, phone and email including past experience
3) Company certificate of origin
4) Copy of valid license (2025)
5) RIB of the bidding company
6) References of works of similar nature done within the last five (5) years
7) Technical proposal: design, execution plan for the work described in the BOQ
8) Financial proposal (breakdown of all costs currency, in DJF)
9) Letter of commitment to respect the maximum duration of execution

Deadline for submission of offers is 10 days from the date of publication.

Please send your proposal to this email address:
Procurement Ethiopia: ET_Goods_Quotation@giz.de no later than

Annex Technical specifications

Item	*N.*	*Component*	*Specification*	*Approx. Qty*
Installation of solar panels	**1**	Solar Panels	monocristallin solar panels, 530/550 watts	20
	2	Battery Bank	A 10-kWh battery bank with Lithium LFP (Lithium Iron Phosphate) BYD LVL batteries, each with a capacity of 5 kWh.	8
	3	Inverter	Inverter of 5 kVA.	2
	4	Charge Controller.	Charge controller MPPT.	4
	5	Wiring and Cabling	All necessary cabling and wiring, resistant to UV exposure, high temperatures and wind	2
	6	The distribution panels, protections, and various circuit breakers.	System voltage & power Weather resistance Brand reliability Compliance with international standards	2
	7	Foundations*	Reinforced concrete foundations and metal structures to support the solar panels.	2
Transport of solar pannels	**8**	Transport to balho border post		1
Trainings	**9**	Onsite staff training for maintenance		1

*** Offer must include one year guarantee of the equipment**
*** The solar power system must be capable of operating continuously for a minimum duration of 12 to 14 hours to ensure uninterrupted functionality.**
*** As the two containers will not be positioned side by side but rather at a certain distance from each other, the supplier must account for two separate installations of reinforced concrete foundations and metal support structures for the solar panels**

Equipment to be taken account per container :

3 desktop computers

1 printer

1 x 12,000 BTU air conditioner with switch

2 Electric lamps with switches

4 Rotating fans with switches.

3 Electrical outlets for various equipment (16a and 32a).

1 Interior air extractor for electrical room.