

REQUEST FOR EXPRESSIONS OF INTEREST CONSULTING SERVICES

Selection # as assigned by e-Tool: RG-T3044-P003

Selection Method: Full competitive

Country: Regional

Sector: IFD/CMF

Funding – TC #: ATN/KK-17005-RG

Project #: RG-T3044

TC name: Strengthening the ICT Border Connectivity in Borders in Central-America

Description of Services: The main objective of this consultancy is to support the Central American region to strengthen the ICT border connectivity in borders by promptly sharing restricted passenger information between countries to contribute to the safety of the people and stability of the society through the effective control of restricted passengers, understanding differentials of infrastructure, equipment, IT security, software, and procedures required in order to secure the border passenger information in advance, and designing a detailed action plan to improve connectivity of border control agencies.

Link to TC document: <https://www.iadb.org/en/project/RG-T3044>

The Inter-American Development Bank (IDB) is executing the above mentioned operation. For this operation, the IDB intends to contract consulting services described in this Request for Expressions of Interest.

Expressions of interest must be delivered using the IDB Portal for Bank Executed Operations (<http://beo-procurement.iadb.org/home>) by: May 8th, 2020, 5:00 P.M. (Washington D.C. Time).

The consulting services (“the Services”) includes supporting the Central American region to strengthen the ICT border connectivity in borders by promptly sharing restricted passenger information between countries to contribute to the safety of the people and stability of the society through the effective control of restricted passengers, understanding differentials of infrastructure, equipment, IT security, software, and procedures required in order to secure the border passenger information in advance, and designing a detailed action plan to improve connectivity of border control agencies.

Specifically, the consulting firm is expected to implement the following activities:

1. Assessment of challenges
2. Development of a short- and medium-term action plan to improve the connectivity of border control agencies and region
3. Develop the financial analysis of the proposed action plan.

Eligible consulting firms will be selected in accordance with the procedures set out in the Inter-American Development Bank: [Policy for the Selection and Contracting of Consulting firms for Bank-executed Operational Work](#) - GN-2765-1. All eligible consulting firms, as defined in the Policy may express an interest. If the Consulting Firm is presented in a Consortium, it will designate one of them as a representative, and the latter will be responsible for the communications, the registration in the portal and for submitting the corresponding documents.

The IDB now invites eligible consulting firms to indicate their interest in providing the services described

below in the [draft summary](#) of the intended Terms of Reference for the assignment. Interested consulting firms must provide information establishing that they are qualified to perform the Services (brochures, description of similar assignments, experience in similar conditions, availability of appropriate skills among staff, etc.). Eligible consulting firms may associate in a form of a Joint Venture or a sub-consultancy agreement to enhance their qualifications. Such association or Joint Venture shall appoint one of the firms as the representative.

Special requirements according to the Donor Trust Fund (DTF), if applicable.

Inter-American Development Bank

Division: [IFD/CMF](#)

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TERMS OF REFERENCE

IFD/CMF

Research and Analysis on broadband infrastructure protection plan to strength the ICT border connectivity in borders in Central-America (RG-T3044)

I. Background

Inefficient border crossing management is one of the most significant factors affecting Central America's logistic performance and competitiveness. The use of inefficient control procedures and inadequate infrastructure increases costs and waiting times and reduces predictability in the movement of people and goods throughout the region. For some years, the Bank has been supporting countries in the region to identify and implement measures to address these challenges. However, to ensure the benefits of the installation of non-intrusive technology, modernization of equipment and border infrastructure, it is necessary to improve the poor state of connectivity faced by border control agencies.

The connectivity problems faced by border control, migration, health, and safety systems would translate into critical issue. For example, in Nov, 2017, Juan Santamaría en Alajuela y Daniel Oduber en Liberia Airport migration system was downed in Costa Rica, and this caused huge chaos. This system down affected all the airlines' delay and people had to wait at the airport until this issue was solved.

The problems at the national level are aggravated by the recurrent weaknesses of regional information systems that deal with intraregional processes. For example, 4 countries of Central America (El Salvador, Guatemala, Honduras, and Nicaragua) had agreed to have easy cross border process, so called "Central America-4 Free Mobility Agreement, CA-4) However, when the people are trying to cross the border, the border control request to complete complicated manual paper work, which are continuously changing time to time by locally (by each counties). Also, the sharing/transferring data between borders, sometimes is not completed properly, thus it creates confusion for people who is crossing the borders.

As a result, many people who are crossing the border spend more time, even some are getting fines to filing

document wrongly and/or losing document. This manual process is not only inconvenient and uncomfortable for ordinary people but also, it can be very easy target to the criminal who wants to illegally cross the border. These are one of the known issues among the Central America, and to resolve these, all the countries from Central America is putting a lot of effort modernization of border control system and network

Finally, the implementation of initiatives that countries are promoting to improve border management demand a more solid and reliable information transmission. Recently Nicaragua announced that total 5 locations of border control facilities are planning to be modernized with IDB fund, and more countries are willing to modernize their system and infrastructure. These kinds of projects will be conducted a lot near future. These modernization projects imply an increase in the volume and frequency of documents transmitted electronically, placing greater pressure on national and regional information systems.

One of the main historical factors causing the inadequate ICT connectivity in Central America is the lack of availability of adequate backbone infrastructure and regional interconnection points. To address this issue, six Central American countries (Guatemala, Honduras, El Salvador, Nicaragua, Costa Rica and Panama) created the consortium called REDCA (*Red Centroamericana de Telecomunicaciones*) as a broadband regional operator in 2013, with the aim of using the infrastructure of the electrical regional network; SIEPAC (*Sistema de Interconexión Eléctrica de los Países de América Central*). Since that moment, REDCA has started provided wholesale telecommunication services in the region.

II. Consultancy objective(s)

The main objective of this consultancy is to support the Central American region to strengthen the ICT border connectivity in borders by promptly sharing restricted passenger information between countries to contribute to the safety of the people and stability of the society through the effective control of restricted passengers, understanding differentials of infrastructure, equipment, IT security, software, and procedures required in order to secure the border passenger information in advance, and designing a detailed action plan to improve connectivity of border control agencies.

III. Activities and Products

Main Activities

The consulting firm will conduct the following activities:

4. Assessment of challenges
 - a. Diagnose of existing and projected broadband networks in the region, with the aim of having a better understanding of the current situation.
 - b. Analysis of the current demand for broadband internet at the border point and future demand for 5 years based on research studies.
 - c. Review of the existing regulatory frameworks and public policies for ICT development in Central America.
 - d. Gap analysis showing the differences between the current offer and demand for broadband internet at the border points.
5. Development of a short- and medium-term action plan to improve the connectivity of border control agencies and region
 - a. Development of public policy and regulatory recommendations for the Central American countries to lowering deployment costs and improving regional cooperation.
 - b. Development of a comprehensive plan to deploy the proposed network segments.
 - c. Analysis of projected installation and operation cost of information providing agencies and corporations.
6. Develop the financial analysis of the proposed action plan.

- a. Development of the recommended network design, selecting the most cost-efficient technologies to deploy the improved connectivity.
- b. Coordination of a workshop to validate results from all studies with stakeholders.

Reports / Deliverables

1. Work plan and Technical proposal of methodology to be used
2. Midpoint Report including diagnostic document
3. Final Report (Spanish and English)

IV. Method of Payment

Payment will be made as per the following schedule, upon approval by the Team Leader responsible for this TC (see item V. below):

Schedule of payments:

- a. 30% upon contract signature and presentation of the working plan;
- b. 40% upon approval of draft report; and
- c. 30% upon approval of final report

V. CHARACTERISTICS OF THIS CONSULTANCY

QUALIFICATIONS: The firm will have extensive experience in the telecommunications sector, especially valued experience in border ICT system and connectivity issues. Specific domain of domestic and international broadband infrastructure is required, including but not limited to border control and integration technology. The firm must have a proven capability to deliver detailed and accurate market studies, develop a roadmap for the strengthening ICT border connectivity, and have integrated business experience in border control area, and consulting experience in Central and South America.

Type of consultancy: Consulting Firm

Starting date and duration: maximum of 12 months from the signing of the contract

Place(s) of work: It requires travel during the period, the firm is expected to participate in coordination meetings with IDB specialists at headquarters (Washington DC).

Coordination: The supervision and coordination of this consultancy will be the responsibility of Antonio García Zaballos (IFD/CMF), Team Leader of this operation (antoniogar@iadb.org).