

REQUEST FOR EXPRESSIONS OF INTEREST CONSULTING SERVICES

Selection # as assigned by e-Tool: RG-T3325-P001

Selection Method: Full Competitive Selection

Country: Dominica

Sector: Trade and Investment

Funding – TC #: **ATN/CO-17346-RG**

Project #: **RG-T3325**

TC name: *Improving Climate Resiliency in Dominica through Foreign Direct Investment (FDI)*

Description of Services: *The objective of this assignment is to strengthen the capacity of Invest Dominica Authority (IDA) to attract sustainable FDI and contribute to the achievement of the Government of Dominica's long-term vision to make Dominica the first Climate Resilient Country.*

Link to TC document: *[Web link to approved public document]*

Compete Caribbean Partnership Facility (CCPF) and The Inter-American Development Bank (IDB) is executing the above-mentioned operation.

Expressions of interest must be delivered using the IDB Portal for Bank Executed Operations (<http://beo-procurement.iadb.org/home>) by: *July 6, 2019*, 5:00 P.M. (Washington D.C. Time).

The consulting services (“the Services”) include:

- (i) Updating Invest Dominica Authorities’ (IDA’s) sector-targeting and investment promotion strategy.
- (ii) Conducting stakeholder sensitization on sustainable FDI.
- (iii) Providing recommendations for improving IDA’s capacity to implement the updated strategy, including staff development, new target matrix, improvements of the IDA website and Dominica’s readiness to attract sustainable FDI.
- (iv) Preparing approximately 5 investment opportunity profiles.
- (v) Developing an investor targeting database.
- (vi) Training and mentoring of IDA staff; including on ways to link women-owned firms to FDI.
- (vii) Designing, coordinating, hosting and evaluating a boutique 2-day investment forum in Dominica.
- (viii) Sharing Dominica’s experiences and lessons learned with other Caribbean countries.
- (ix) Providing IDA with expert advice and support toward implementation of the updated strategy over a period of 18 months

The duration of the consultancy is approximately 24 months.

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.

Interested eligible consulting firms may obtain further information during office hours, 09:00 AM to 05:00 PM, (Washington D.C. Time) by sending an email to: COURTNEYL@IADB.ORG OR VALARIEP@IADB.ORG

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The Consulting Firm will carry out the following key activities that will facilitate the achievement of the project objective:

- (i) Review national planning documents and liaise with key stakeholders to develop a working understanding of the Government of Dominica’s vision to make Dominica the first Climate Resilient Country, the role of FDI, and the country’s Investment Promotion Agency in realizing that vision.
- (ii) Conduct a detailed assessment of the existing investment promotion strategy, IDA’s Website and other tools, the recent performance of Dominica in attracting FDI, the attractiveness of Dominica as destination for sustainable FDI, ongoing efforts to improve the business environment, and the capacity of IDA, all within the context of Government of Dominica’s vision.
- (iii) Facilitate two (2) stakeholder meetings targeted to senior policy makers and the leadership of the public sector in the Commonwealth of Dominica, and other personnel in the country’s public and private sectors. These meetings will be aimed at increasing participants’ understanding of (a) sustainable FDI and how it might contribute to increasing the contribution of local SMEs, including those that are women-owned, to economic growth; (b) global FDI and sustainable FDI trends; (c) the importance of sustainable FDI to achieving the vision of becoming the first Climate Resilient Country; and (d) the actions and resources

- required to increase the inflows of sustainable FDI.
- (iv) Using a participatory approach, prepare the first draft of the revised Dominica investment promotion strategy and sector targeting such that it includes a clear Country Value Proposition and is aligned to the country's sustainable development strategies and climate resilience commitments; and present a scorecard for assessing, ranking and prioritizing investments.
 - (v) Finalize the strategy incorporating comments provided by IDA, IDB and other stakeholders.
 - (vi) Consistent with the updated strategy and using a participatory approach, prepare approximately 5 draft investment opportunity profiles and develop five investor targeting databases.
 - (vii) Finalize the investment opportunity profiles and databases, incorporating comments provided by IDA and IDB.
 - (viii) Prepare other content for updating the IDA Website.
 - (ix) Design and deliver structured training workshops to IDA staff and provide hands-on technical support and expert advice to the IDA team during the initial 18 months of implementation of the revised strategy. Training will include identification of ways to link women-owned firms to FDI
 - (x) Lead the design, coordination, hosting and evaluation of a 2-day boutique investment forum.
 - (xi) Prepare a Final Report that evaluates the implementation of the updated strategy, progress made by the Government of Dominica with implementing recommendations for improving the attractiveness of Dominica as a destination for sustainable FDI, and the end-of-assignment capacity of IDA.