

Selection process # RG-T4066-P001

TERMS OF REFERENCE

Consultancy on Pathways for Critical Minerals and their Value Chains in Latin America REGIONAL

[A future-ready region: Critical minerals for growth](#)

1. Background and Justification

- 1.1.** Established in 1959, the Inter-American Development Bank (“IDB” or “Bank”) is the main source of financing for economic, social, and institutional development in Latin America and the Caribbean. It provides loans, grants, guarantees, policy advice and technical assistance to the public and private sectors of its borrowing countries.
- 1.2.** In order the commitment to achieve a zero net emissions world by 2050 and thus avoid major impacts generated by climate change will bring significant demand for minerals. Indeed, limiting global warming to at or below 1.5°C–2°C, to realize a low-carbon future, requires a large-scale transition to clean energy. Manufacturing solar panels, wind turbines, and batteries will shape the supply and demand for critical minerals for the future. Doing so will have significant implications for mineral-rich countries and a wide variety of industries. These countries stand to benefit from the rise in demand for minerals but also need to understand the challenges facing their production. This will also bring concrete benefits in terms of the generation of high value-added employment, and new industrial capacities.
- 1.3.** LAC has high levels of reserves and production of critical minerals for the energy transition, such as copper and lithium, but also nickel, manganese, zinc, graphite, rare earths, among many others, and there is a real opportunity to increase, more effectively and sustainably, mineral production capacity and drive a process of prosperity and productive transformation so that the countries converge towards higher levels of development, sustainability, and equity.
- 1.4.** In this context, LAC faces a unique and transitional opportunity to take advantage of its rich mineral endowment, positioning itself as a reliable source of a set of critical minerals and as an attractive investment destination with a transformative impact for the region's economies. It is necessary to expand mining production in a sustainable manner, to promote more and better investments in the industry, and to equitably generate governance, technological, and labor capacities and conditions conducive to the creation and retention of long-term value in the sector. In addition, promoting the development of value chains in the mining industry, their consolidation in the region and their integration into the broader economy are essential to encourage a transformation of the sector that incorporates knowledge and innovation.
- 1.5.** Therefore, it is necessary to analyze existing challenges in the region to develop and optimize its potential of critical minerals, in order to provide decision-makers a solid understanding of

the regional mining resources, as lithium, copper, nickel, manganese, zinc, graphite and rare earths, ensuring that deposits are developed in a sustainable manner, and to identifying the economic, social, gender, political, environmental and other barriers that facilitate and hinder progress in the creation of upstream and downstream value chains around these minerals.

2. Objective and Scope of Services

The consultancy will review the evolution of mining productivity of critical minerals in the region and will propose measures to improve it, both in the actions of public entities and in those of the sector in general and of companies in particular; orienting its recommendations towards the best international practices, to increase productivity and also to generate value-added opportunities to production through strategies aimed at the development of critical minerals and their value chains.

3. Key Activities

3.1 Identify the main challenges facing the mining industry in terms of increased production due to higher demand for critical minerals, with emphasis on the production of lithium, graphite, nickel, copper and rare earth elements.

3.2 Evaluate the main challenges faced by the mining sector to ensure that the production of critical minerals indicated in 3.1 is developed in a sustainable manner.

3.3 Analyze the market conditions and the legal and regulatory frameworks necessary to add value to the production of critical minerals.

3.4 Identify the economic, social, gender, political, environmental, and other barriers to generating value chains around these minerals in the region.

4. Expected Outcome and Deliverables

- 4.1. Preliminary report, for presentation and review by the IDB, with the results of activity 3.1.
- 4.2. Final report, for IDB submission and review, with deliverables from activity 3.1.
- 4.3. Preliminary report, for IDB submission and review, with deliverables from activity 3.2
- 4.4. Final report, for IDB submission and review, with deliverables from activity 3.2
- 4.5. Preliminary report, for IDB submission and review, with deliverables from activity 3.3
- 4.6. Final report, for IDB submission and review, with deliverables from activity 3.3
- 4.7. Preliminary report, for IDB submission and review, with deliverables from Activity 3.4
- 4.8. Final report, for IDB submission and review, with deliverables from activity 3.4

5. Project Schedule and Milestones

Date	Deliverable or Milestone
Jan-2024	Kick-off meeting
Feb-2024	Deliverable: Report 4.1
Mar-2024	Deliverable: Report 4.2
Apr-2024	Deliverable: Report 4.3
May-2023	Deliverable: Report 4.4
Jun-2024	Deliverable: Report 4.5
Jul-2024	Deliverable: Report 4.6
Aug-2023	Deliverable: Report 4.7
Sep-2023	Deliverable: Report 4.8

6. Reporting Requirements

- Every report and power point must be submitted to the Bank in an electronic file.
- The report should include the cover, main document, and all annexes. Consultant firm will present all graphs and data collected in *.png and *.csv file.
- Zip files will not be accepted as final reports, due to Records Management Section regulations. Every report and power point shall be submitted in Spanish. Consultant firm will have access to a OneDrive folder drive. All data collected and background information will be stored in the OneDrive folder, including other reports and information collected as part of this consultancy.

7. Acceptance Criteria

- 7.1. Report should be in Spanish and word format, with any graphs, tables, and related data in Excel format. All methodologies, assumptions, and data sources used should be clearly outlined.

8. Other Requirements

- 8.1. N/A

9. Supervision and Reporting

- 9.1. Coordinator: Carlos Sucre (INE/ENE) (e-mail: csucre@iadb.org), with copy to Carolina Ferreira (INE/ENE) (e-mail: carolinafer@iadb.org).
- 9.2. The Bank, through the coordinator of the project, will be solely responsible for approving the deliverables generated by the consultancy.

10. Schedule of Payments

- 10.1. Payment terms will be based on project milestones or deliverables as indicated at 5. The Bank does not expect to make advance payments under consulting contracts unless a significant amount of travel is required. The Bank wishes to receive the most competitive cost proposal for the services described herein.
- 10.2. The IDB Official Exchange Rate indicated in the RFP will be applied for necessary conversions of local currency payments.

%	Deliverable or Milestone
10%	Deliverable: Report 4.1
15%	Deliverable: Report 4.2
10%	Deliverable: Report 4.3
15%	Deliverable: Report 4.4
10%	Deliverable: Report 4.5
15%	Deliverable: Report 4.6
10%	Deliverable: Report 4.7
15%	Deliverable: Report 4.8
100%	

Selection Process # RG-T4066-P002

TERMS OF REFERENCE

Regional Dialogue Program for Critical Minerals REGIONAL

[A futur-ready region: Critical minerals for growth](#)

o **Background and Justification**

1. Created in 1959, the Inter-American Development Bank ("IDB" or "Bank") is the principal source of financing for economic, social and institutional development in Latin America and the Caribbean (LAC). It provides loans, grants, guarantees, policy advice and technical assistance to the public and private sectors of its borrowing countries.
2. The world today is facing a context of climate change impact mitigation, carbon emissions reduction and energy transition towards new clean and renewable matrices. This is a mineral-intensive context with projections of a significant increase in demand for several of the minerals needed to meet these objectives.
3. For its part, LAC has high levels of reserves and production of minerals for the energy transition, such as copper and lithium, as well as nickel, manganese, zinc, graphite, rare earths, among many others, and faces a unique and transitory opportunity to take advantage of its rich mineral endowment, positioning itself as a reliable source of a set of critical minerals and as an attractive destination for investments with a transformative impact on the region's economies. It is necessary to expand mining production in a sustainable manner, promote more and better investments in the industry, and generate equitable governance, technological and labor capacities and conditions that lead to the creation and retention of long-term value in the sector. In addition, promoting the development of value chains in the mining industry, its consolidation in the region and its integration into the economy in general are essential to promote a transformation of the sector that incorporates knowledge and innovation.
4. Therefore, it is necessary to establish a regional dialogue program on critical minerals to promote the exchange of experiences, knowledge and best practices on their definition, the existing opportunities around their value chains and the construction of national roadmaps for their development, also analyzing the existing challenges in the region, in order to provide decision-makers with a solid understanding of these regional mineral resources, which will contribute to the development of mining that takes full advantage of their potential, more sustainable, resilient and inclusive in the region.

o **Objectives**

The objective of this project is to promote a regional dialogue program between representatives of the mining sector of Brazil, Chile, Mexico, Peru and Argentina, to foster the exchange of experiences and best practices on (a) the definition of critical or strategic national minerals to attract and prioritize

sustainable and high quality investments, (b) the deepening of value chains around critical minerals at the national and regional level, (c) the creation of draft roadmaps to leverage the region's mineral deposits for welfare and growth, and (d) leveraging these potential investments in the mining sector to close infrastructure gaps in the region and regional exchanges on the status of roadmaps for the development of critical minerals. The project will also finance the design of prospective, long-term, interactive and country-specific critical minerals strategies, focusing on opportunities at each stage of the value chain, from exploration to recycling.

o **Scope of Services**

1. The organization/company/institution selected for this project must organize and hold three (3) mining discussion meetings in a format to be defined. These meetings should address the following topics: (1) definition of critical or strategic national minerals to attract and prioritize quality and sustainable investments; (2) national and regional value chains; (3) roadmaps for the exploitation of critical minerals; and (4) potential investments in the mining sector.
2. The organization/company/institution selected for this project must produce three (3) reports that record in detail the points discussed between the dialoguing parties, generated from each meeting.
3. The organization/company/institution selected for this project must design and implement one (1) comprehensive multimedia communication strategy aimed at policy makers and the general public that socializes and communicates the points developed.
4. The organization/company/institution selected for this project must design draft roadmaps for sustainable mining development with value for each country.
5. The organization/company/institution selected for this project must provide the Bank with one (1) detailed schedule of activities and deliverables including names of participants, location, date, topics to be discussed for each meeting. This schedule must include the deliverables of all activities.

o **Key Activities**

1. **Dialogue Meetings on Critical or Strategic Minerals:** This set of three (3) meetings should incorporate participants related to the mining activity of each beneficiary country, including local communities, large, medium and small-scale companies, civil society organizations, experts, academic and/or research-oriented institutions, and representatives of ethnic minorities. The meetings should address the topics indicated in 3.1 of this document for each beneficiary country.
2. **Communication strategy:** Based on the meetings and the topics addressed, the aim is to have an impact on the design of public policies to leverage the sustainable development of critical minerals in the region. To achieve this impact, it is necessary to effectively communicate to policy makers and society in general the issues addressed and the shared visions on the future of critical minerals in the region.
3. **Design of Preliminary Draft Roadmaps:** Based on the meetings and the topics addressed, the aim is to support governments in the design of public policies to leverage the sustainable development of critical minerals in the region. To achieve this objective, draft roadmaps on critical minerals will be proposed to articulate short-, medium- and long-term actions to leverage sustainable mining development and deepen the development of value chains around these minerals in the countries of the region.

o **Expected Results and Outputs**

1. Three (3) reports on **critical or strategic minerals dialogue program meetings**. These reports should include information on the date, location, participants, and items discussed at each meeting. A section describing the issues discussed and the goals set for follow-up should also be included. These reports will be treated as confidential and will not be shared.
2. Two (2) reports on the **communication strategy**. These reports should describe in detail the design of the communication strategy - including methodology, audiences, and methods - and its execution and implementation.
3. One (1) final report including proposals and recommendations for the preparation of **Preliminary Draft Roadmaps**, which should include short, medium and long term actions to leverage sustainable mining development and deepen the development of value chains around these minerals in the countries of the region.

o **Project Schedule and Milestones**

1. The following table suggests the project schedule and milestones. The Bank and the selected candidate will agree on a final version with a duration of 12 months.

	2023	2024
JAN		
FEB		<ul style="list-style-type: none"> Communication strategy design report
SEA		<ul style="list-style-type: none"> Dialogue meeting # 2 Dialogue Meeting Report # 2
ABR		<ul style="list-style-type: none"> Mid-term report
MAY		<ul style="list-style-type: none"> Dialogue meeting # 3 Dialogue Meeting Report # 3
JUN		<ul style="list-style-type: none"> Report: execution of communication strategy
JUL		
AGO		<ul style="list-style-type: none"> Final Report on Preliminary Projects Roadmaps
SEP		
OCT	<ul style="list-style-type: none"> Calendar of activities 	<ul style="list-style-type: none"> Final Report
NOV		
DEC	<ul style="list-style-type: none"> Dialogue meeting # 1 Dialogue Meeting Report # 1 	

o **Reporting Requirements**

1. The organization/company/institution selected for this project must submit the reports and products described in section 5 in Word format for approval by the IDB.
2. Reports and products must be delivered in Spanish.

o **Acceptance Criteria**

1. The delivery of the products must be made from the official mailing address of the selected candidate. Delays in delivery must be communicated to the Bank and duly approved.

2. The work will be accepted and approved by the team leader, as defined in section 9 of this document. The acceptance and approval will be communicated via e-mail. Upon approval by the team leader the corresponding payment will be disbursed.
3. The product will not be considered accepted until the Bank expresses it electronically.

o **Supervision and Reporting**

1. Products must be delivered electronically to Carolina Ferreira (carolinafer@iadb.org) and Carlos Sucre (csucre@iadb.org) in Word, Excel, PowerPoint, JPG, PNG, or PDF format, depending on what the parties agree is most appropriate for each product.

o **Payment Schedule**

1. Payment terms will be based on project milestones or deliverables. The Bank wishes to receive the most competitive cost proposal for the services described herein.

Deliverable	%
Signing of contract	15
Calendar of activities	20
Dialogue meeting report # 1	10
Dialogue meeting report # 2	10
Dialogue meeting report # 3	10
Communication strategy design report	5
Communication strategy execution report	5
Final report on ethnic minorities and mining	5
Mid-term report	10
Final Report	10
TOTAL	100%

2. The IDB Official Exchange Rate indicated in the RFP will be applied for necessary conversions of payments in local currency.

Selection Process # RG-T4066-P003

TERMS OF REFERENCE

Communications Support Program REGIONAL

A future-ready region: Critical minerals for growth

1. Background and Justification

1. Decarbonization of the global economy is a pillar in the fight against climate change and requires a significant increase in the production of minerals that are critical inputs for electrification, digitalization and renewable energy technologies^[1].
2. LAC has high levels of reserves and production of critical minerals for the energy transition, such as copper and lithium, but also nickel, manganese, zinc, graphite, rare earths, among many others, and there is a real opportunity to increase, in a more effective and sustainable manner, mineral production capacity and promote a process of prosperity and productive transformation for countries to converge towards higher levels of development, sustainability and equity.
3. In this context, the IDB's Mining Group has been executing the technical cooperation project "Future ready region: Critical Minerals for growth", which seeks to identify effective actions, tools and frameworks to be adopted by governments to position LAC as a key player in the energy transition and in global decarbonization efforts, promoting investments in critical minerals and fostering the development of their value chains.

2. Objectives

1. The objective of the consultancy is to prepare products to disseminate the results developed and achieved regarding effective actions, lessons, tools and frameworks that LAC governments can adopt to boost strategic investments in critical minerals and their value chains, adapting the content and preparing communication material in various formats.

All technical content will be provided by the IDB Mining Group and adapted and used accordingly by the consulting firm for dissemination purposes. All communication products shall follow IDB policies and guidelines.

3. Scope of Services

3.1 The selected firm shall, through the activities listed below and in close coordination with IDB Mining Group team members, propose and implement a set of activities aimed at strengthening strategic project communications and other related activities.

4. Key Activities

1. Develop and execute a communication plan to disseminate information related to the projects and products developed within the framework of the technical cooperation project "a Future ready region- Critical Minerals for growth" and in line with IDB policies and guidelines.
2. Develop content, based on the information provided by the Mining Group on projects and results, in various formats (video, audio, text, infographics, etc.) to be used in the different

dissemination actions. To this end, the company will work with the team to define and agree on the key messages about each project or product disseminated to better adapt the communication needs.

5. Expected Results and Outputs

The expected result of this consultancy is greater visibility of the projects and results achieved through the activities financed by the Technical Cooperation. Specific deliverables include:

1. Work plan;
2. Communication plan, including key messages;
3. Editing and design of a report on the project in Spanish and English, ready to be published on the IDB's web page (content by the Mining group);
4. Social media content (banners) to promote the report (FB, LK, TW and FB, as well as email marketing) in both languages of the report;
5. Design and editing of a brochure-type report summarizing the entire project in Spanish and English, ready to be published on the IDB's website;
6. Three infographics on key figures and achievements (four official languages, in IG and FB format);
7. A presentation (including script and key visual elements) in English and Spanish, both the script and key visual elements;
8. A short video (in the four official languages, in IG and FB format); and
9. Final report of the activities carried out by the company.

6. Project Schedule and Milestones

1. Delivery of draft learning material.
2. Final delivery of material and workshops.

7. Reporting Requirements and Acceptance Criteria

1. The selected firm shall submit for IDB approval the reports and deliverables indicated in section 5 in the agreed format for each deliverable, with reports delivered in Word and PowerPoint, which will be reviewed for accuracy and technical quality.
2. All deliverables must be sent from the official e-mail address of the selected company (or contact person). Any delay must be reported to and approved by the Bank.
3. The works will be accepted and approved by one of the project supervisors as specified in section 8, and this will be communicated to the company by e-mail. Deliverables will only be considered accepted when they are recognized as such by the Bank. Once approved, the Project Manager will request the corresponding payment.
4. Metrics on reach and results

8. Supervision and Reporting

1. All products should be sent by e-mail to Carolina Ferreira (carolinafer@iadb.org) and Carlos G. Sucre (csucre@iadb.org) in the agreed format for each product.

9. Payment Schedule

1. Payment terms will be based on project milestones or deliverables. The Bank does not expect to make advance payments under consulting contracts unless a significant amount of

travel is required. The Bank desires to receive the most competitive cost proposal for the services described herein.

2. The IDB Official Exchange Rate indicated in the RFP will be applied for necessary conversions of payments in local currency.

Payment Plan	
<i>Deliverables</i>	%
1. Signing of the contract and initial report including deadlines for all deliverables of this consultancy.	10%
2. Communications plan	20%
3. Material Development (5.1.3 to 5.1.8)	60%
4. Final activity report	10%
TOTAL	100%

^[1] See IDB (2022) [Leveraging demand growth in minerals and metals for the energy transition to a low-carbon economy](#) or World Bank (2020) [Minerals for Climate Action: The mineral intensity of the clean energy transition](#).