

REQUEST FOR EXPRESSIONS OF INTEREST
CONSULTING SERVICES FOR BANK-EXECUTED OPERATIONS
SIMPLIFIED COMPETITIVE SELECTION PROCESS

Project name: Strengthening datasets on fuels, energy use and efficiencies in regional shipping and ports operations.

SELECTION PROCESS #: RG-T4478-P001

SELECTION METHOD: Simplified Competitive

COUNTRY: Regional

SECTOR OR DEPARTMENT: Energy

TC NAME: Promote the energy transition in shipping and ports services in the Caribbean

FUNDING – TC #: ATN/OC-21218-RG

LINK TO TC DOCUMENT: <https://www.iadb.org/document.cfm?id=EZIDB0002104-461656999-29>

Attention Consulting Firms: Important Update Regarding BEO Bidder Portal Registration

Effective July 1, all consulting firms, both new and previously registered in the [BEO Portal](#), must add their Business Partner Number (BP Number) to their organization's profiles to participate or continue participating in a BEO procurement process.

Please refer to the [FAQs](#) in the Portal for more details on "How to Find or Obtain Your BP Number".

Avoid delays by not waiting until the last moment to complete this update. This process may take up to **48 hours** to complete and could prevent your organization from participating in a BEO Process.

For further questions or assistance, use the [live chat](#) on the BEO Bidder Portal page or email us at ocs.procurement@iadb.org.

The Inter-American Development Bank (the Bank) was established in December of 1959 to help accelerate economic and social development in Latin America and the Caribbean. Today, the Bank is a major catalyst in mobilizing resources for the region (For more information about the Bank, please refer to the Bank's website at www.iadb.org.)

Section 1. Purpose of this Request for Expression of Interest

1.1 The Bank is executing the above-mentioned project. The Bank intends to contract consulting services described in this Request for Expressions of Interest (REOI). The purpose of this REOI is to obtain sufficient information to enable the Bank to evaluate if the eligible consulting firms (CF) have the experience and qualifications relevant to provide the consulting services requested by the Bank.

1.2 As defined in the Corporate Procurement Policy ([GN-2303-33](#)), participating CF must be from a Bank's Member Country¹ or Territory² to be eligible to submit an Expression of Interest (EOI). CF with the required experience relevant to the assignment shall be assessed. The Bank will conduct the assessment and ranking of the EOI submitted by the CF that expressed interest. The Bank will invite CF to submit a proposal in the order in which the ranking is established. If the proposal of the first-ranked CF is acceptable, the CF will be invited to negotiate a Contract. If the negotiations with the first-ranked CF fail, the next-ranked CF may be invited to submit a proposal and negotiate.

1.3 This REOI is not to be construed as either an RFP or an offer to contract and in no way obligates the Bank to contract anyone. The Bank reserves the right to reject any and all participating CF for any or no reason without having to provide an explanation. The Bank does not bind itself in any way to select any participating consulting firm. No debrief will be provided as to why CF have or have not been shortlisted.

Section 2. Instructions to the eligible consulting firms

2.1 Expressions of interest must be delivered using the *Bidder Portal for the Selection and Contracting of Consulting Firms for Bank-Executed Operations* (the Portal) (<http://beo-procurement.iadb.org>) by: Tuesday 22nd April, 5:00 P.M. (Washington, D.C., Time) in PDF format only (Max. 45MB).

2.2 To access the Portal, the CF must generate a registration account, including *all* the data requested by the Portal. If any of the information requested is not included, the consulting firm will not be able to participate in this or any other Bank-executed selection process for operational work. If the consulting firm has been previously registered, please validate that you have *all* the consulting firm's information updated and complete before submitting an EOI.

2.3 Eligible CF may partner in the form of a Consortium/joint venture (JV) to enhance their qualifications. Such Consortium/JV shall appoint one of the CF as the representative responsible for the communications, the registration in the Portal, and the submission of the corresponding documents.

¹ **Member Countries:** Argentina, Austria, Bahamas, Barbados, Belgium, Belize, Bolivia, Brazil, Canada, Colombia, Costa Rica, Chile, Croatia, Denmark, Dominican Republic, Ecuador, El Salvador, Finland, France, Germany, Guatemala, Guyana, Haiti, Honduras, Israel, Italy, Jamaica, Japan, Mexico, Netherlands, Nicaragua, Norway, Panama, Paraguay, People's Republic of China, Peru, Portugal, Republic of Korea, Slovenia, Spain, Suriname, Sweden, Switzerland, Trinidad & Tobago, United Kingdom, United States, Uruguay and Venezuela.

² **Eligible Territories:** a) Guadeloupe, French Guiana, Martinique, Reunion – as Departments of France; b) U.S. Virgin Islands, Puerto Rico, Guam – as Territories of the USA; c) Aruba – as a constituent country of the Netherlands; and Bonaire, Curacao, Saint Marten, Saba, St Eustatius – as Departments of the Netherlands; d) Hong Kong – as a Special Administrative Region of the People's Republic of China.



2.4 Interested CF may obtain further information during office hours, 09:00 AM to 05:00 PM (Washington, D.C. Time), by sending an email to: Mr. Roberto Aiello (raiello@iadb.org)

Inter-American Development Bank
Division: Energy Division (INE/ENE)
Attn: Mr. Roberto Aiello
1300 New York Ave, NW
Washington DC, 20577
Tel: 1-876-764-1060
E-mail: raiello@iadb.org
Web site: www.iadb.org

2.5 The Bank hereby invites eligible CF to indicate their interest in providing the services described below in the draft Terms of Reference for the consulting services. Interested CF must provide information establishing that they have the necessary experience and are qualified to perform the services. So that all responses may be properly evaluated, eligible CF must include in their submissions the information requested in the following section, with full and clear explanations.

Section 3. Consulting Services

3.1 The consulting services include the development of outputs for Component I of the Technical Cooperation (TC): “Promote the energy transition in shipping and ports services in the Caribbean.” The objective of this TC is to support decarbonization efforts across three value chains: the marine fuel value chain, the shipbuilding value chain and the shipping operations value chain. The following tasks must be undertaken:

- Preparation of a digital dataset which: (i) maps ocean and river shipping companies which operate in the Caribbean, and (ii) summarizes relevant legal and regulatory frameworks for the regional shipping industry, including decarbonization policies.
- Selection of a critical mass of companies across the three identified value chains.
- Execution of a survey of selected companies to gather data relevant to types of fuels, energy use, energy diversification efforts, and efficiencies in shipping and port operations.
- Provision of a roadmap and budget to maintain, update and improve the database and survey.
- Preparation of a summary report and presentation.

This project has an estimated budget of \$145,000. The timeframe for the performance of services is approximately 8 months.

3.2 Although there is no standard format for presenting an Expression of Interest, eligible CF must submit an EOI containing the following information:

- 1) Basic Information—Provide the official name of CF, the contact's name, email address, phone numbers, and office address (es) of the key contact (s) responsible for the EOI.
- 2) Background—Provide a description of the CF. The CF may include brochures or documents that provide information about its organization, history, mission, structure, and number of staff.
- 3) Experience related to the requested consulting services—Provide all kinds of evidence the CF considers appropriate to show its experience and expertise in delivering services similar to those described in Annex A, Terms of Reference (e.g., brochures, reports, studies, description of similar assignments, references to cases in which it has provided similar services, experience in similar conditions, availability of appropriate skills among staff, etc.)

3.3 Estimated budget: \$145,000

Annex A. Draft Terms of Reference

Please note that the attached Terms of Reference may be subject to changes by the Bank. The CF that have been shortlisted will be notified of these changes.

ANNEX A – Terms of reference

Promoting the energy transition in shipping and ports services in the Caribbean

Technical Cooperation Number: RG-T4478
Component I: Strengthening Datasets

1. Background and Justification

Shipping and port services are of key importance to the ONE Caribbean countries for logistics and trade. Between 80% and 90% of international trade by volume is enabled through bulk and container carriers, as well as oil and chemical tankers. Together, these types of vessels account for 20% of the global fleet, but they are responsible for 85% of

the net greenhouse gas (GHG) emissions associated with the shipping sector.

The Bank has identified three value chains as the keys to steering decarbonization efforts in this sector: the marine fuel value chain, the shipbuilding value chain, and the shipping operations value chain.

- *The marine fuel value chain:* This value chain encompasses exploration, transportation, processing, and distribution of fuel to fueling locations as well as consumption by ship operators. Some shipbuilders and engine manufacturers are building ships with engines that can operate on methanol and fuel oil, or on liquefied natural gas (LNG) and fuel oil. Given the lack of alternative and cost-equivalent low-carbon/zero-emission fuels, ships equipped with dual-fuel engines run primarily on conventional fuel oil. A wide range of low-carbon/zero-emission fuels is under development, such as green LNG, green methanol, green ammonia, and green hydrogen, with different timelines for market availability.
- *The shipbuilding value chain:* Shipbuilding phases include design, procurement of construction materials, ship assembly, post-production maintenance, refitting, and end-of-life recycling. All phases need to address decarbonization. Ships designed for minimal greenhouse gas (GHG) emissions have optimized hydrodynamic hull design, wind support when sailing, use dual-fuel and high-efficiency engines, and use systems to optimize routing and port arrival. Steel for manufacturing ships should be sourced from low-carbon production suppliers. Circularity principles for design and construction maximize reuse when a ship has reached the end of use.
- *The shipping operations value chain:* This value chain covers fueling, provisioning, loading, boarding, voyaging, unloading, disembarking, and refueling. Ship operators have opportunities to reduce GHG emissions, including leveraging the size and speed of ships and fleets, demanding hydrodynamic designs and dual-fuel engines or ships (partially) powered by biodiesel and electricity. Carbon reduction measures also apply to seaports which are a crucial part of the operational chain. Ports can accelerate decarbonization in the shipping industry with infrastructure for storing and bunkering alternative fuels as well as onshore power supplies.³

Undoubtedly, reducing carbon emissions from the shipping industry will contribute to combating climate change. However, there is no detailed energy data available in the public domain. The fuel and energy data provided by countries to the Latin American Energy Organization (OLADE, by its Spanish language acronym) does not include a breakdown per this type of use. Public access to this data would be an important contribution not only to the members of the industry but also to policy makers, researchers, academia, and the public interested in the subject.

2. Objectives

The objective of this technical cooperation (TC) is to support the seven ONE Caribbean countries (Bahamas, Barbados, Belize, Guyana, Jamaica, Suriname, and Trinidad and Tobago) in promoting the energy transition in shipping and port services. Specifically, this component will focus on the development of datasets relevant to types of fuels, energy use and efficiencies in regional shipping and ports operations.

³ UNCTAD Transport and Trade Facilitation Newsletter N°94 - Second Quarter 2022.

3. Scope of Services

The consulting firm (or “the firm”) will develop outputs (deliverables) for Component I of the TC: Strengthening Datasets, including:

Deliverable 1: Using secondary sources, prepare a complete mapping of ocean and river shipping companies that offer shipping services in the Caribbean. Collected information must include: (i) relevant regulatory and legal frameworks for the industry, with special focus on decarbonization policies; (ii) company name, location and ownership; (iii) routes, annual volume of transport and cargo description; (iv) type and size of vessels used, including fuel type and consumption; (v) ports used and frequency of use; (vi) insurance company; and other relevant information. The dataset will be recorded in electronic format and will include a description of metadata. Finally, this deliverable will provide a roadmap to maintain and update the dataset in the future, including a budget for proposed activities.

Deliverable 2: Select of a critical mass of companies from those identified in Deliverable 1 which could be crucial to regional decarbonization efforts. Critical mass of companies is defined by annual volume of transport and should include a representative sample of all major ports in the Caribbean across the three value chains.

Deliverable 3: Execute a survey of the companies selected in Deliverable 2. The survey, in the form of a structured questionnaire for the three value chains of interest, will focus on the types of fuels, energy use, efforts to diversify away from fossil fuels, and efficiencies in the shipping and ports operations in the Caribbean. Anecdotal evidence of decarbonization efforts and cause-effect incentive frameworks are of value and should be recorded. The survey, to be approved by the Bank, will include a breakdown by gender as much as possible. Survey results will be tabulated and presented in a report and in electronic format. Finally, this deliverable will provide a roadmap to maintain, update and improve the survey in the future, including a budget for proposed activities.

Deliverable 4: Summarize all the work performed in Deliverables 1-3 in a document, including sources and providing all data collected and analyzed. A presentation must also be given showing main findings, results, lessons learned and suggestions for follow up work to update the information collected.

4. Project Schedule and Milestones

The duration of the consultancy will be 8 months. Four deliverables are expected:

- Mapping dataset, along with roadmap and budget for future updates.
- Selection of critical mass of companies
- Survey results, along with roadmap and budget for future updates
- Summary document and presentation

5. Reporting Requirements

The mapping dataset and survey results must be tabulated using Bank-approved software. All reports must be completed in English. Reports should contain a contents

page and an executive summary. The firm must take into account good practices regarding citation of references and description of metadata.

6. Consulting Team

A firm with experience in technical, economic, and/or commercial studies regarding the shipping sector is required. It is desirable that the firm also has experience in the development of databases and the delivery of surveys.

The consulting firm should propose a team with the experience, capabilities, and organization structure capable to execute the activities described in this Terms of Reference.

7. Supervision and Acceptance Criteria

The firm will work under the supervision of the Bank's Energy Division (INE/ENE) and coordinate, as needed, with the Transport Division (INE/ENE) and the Climate Change Division (CCS).

Deliverables will be accepted based on agreements on the scope of services herein. Additionally, deliverables will be reviewed and approved by Mr. Roberto Aiello (raiello@iadb.org), Principal Regional Energy Specialist.

8. Schedule of Payments

Payments will be made in United States Dollars (USD) and will be paid based on the acceptance of agreed deliverables.