

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

PROJECT NAME: TERRITORIAL AND PRODUCTIVE ASSESSMENT FOR DEFINING STRATEGIC MINING CORRIDORS IN THE ANDEAN REGION TO SUPPORT REGIONAL PRODUCTIVE SECTORS

SELECTION PROCESS #: # RG-T4878-P001

SELECTION METHOD: Simplified Competitive

COUNTRY: United States of America, Bolivia, Colombia, Ecuador and/or Peru.

SECTOR OR DEPARTMENT: Country Department Andean Group.

TC NAME: Minerals as leverage for growth in the Andean Region: Dashboard for investment needs.

FUNDING – TC #: ATN/OC-22198-RG

LINK TO TC DOCUMENT: <https://convergence.iadb.org//Operation/RG-T4878>

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: **January 30th, 2026**, 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: Jordi Pratt jordip@iadb.org

Inter-American Development Bank

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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 provision of specialized analytical services to conduct a territorial and productive assessment aimed at identifying strategic mining corridors and complimentary activities in the Andean region. The services include geospatial analysis, economic diagnostics, productive sector mapping, and stakeholder engagement across Bolivia, Colombia, Ecuador, and Peru. The consultancy is expected to be implemented over a period of approximately six (6) months from contract signing, culminating in the delivery of baseline reports, analytical frameworks, and a final presentation. The estimated budget available for this consultancy is USD 150,000, which will cover professional fees, analytical tools, data processing, and costs associated with the multi-country mission..

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: USD 150,000

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.

This consultancy aims to support the identification and analytical assessment of strategic mining corridors and complimentary activities in the Andean region, with a focus on Bolivia, Colombia, Ecuador, and Peru. The project will generate applied territorial diagnostics combining geospatial analysis, economic data, and institutional mapping to assess the interaction between extractive activities, infrastructure, and local productive systems. The consultancy will deliver country-level and regional analytical outputs, including mapping of value chains, identification of entry points for policy interventions, and recommendations to strengthen territorial development outcomes associated with mining corridors. The project will also contribute to building a regional analytical framework that can be used by the IDB to inform future operations and policy dialogue in the extractives and territorial development agenda.

ANNEX A – Terms of reference

TERMS OF REFERENCE

Territorial and Productive Assessment for Defining Strategic Mining Corridors in the Andean Region to Support Regional Productive Sectors

1. Background and Justification

1.1. The Andean countries remain poorly integrated, and regional infrastructure initiatives have historically failed to materialize at the scale needed. A key constraint is the absence of a compelling economic engine capable of aligning national interests and driving sustained cross-border investment. In this context, the mining sector and its associated value chains emerge as a strategic opportunity to serve as such an engine—given the region's abundant reserves of critical minerals essential for the global energy transition and low-carbon manufacturing.

1.2. Mining remains a central component of the economic structure across the Andean region, but it often operates in isolation from other sectors. Regional development planning has historically overlooked the full integration of productive assets—agricultural areas, forestry, manufacturing clusters—and underutilized the potential of mining corridors as platforms for productive diversification. Despite large infrastructure investments, spatial disarticulation continues to hamper the generation of spillover effects and inclusive growth.

1.3. While the subregion possesses substantial reserves of copper, lithium, and other strategic metals, the economic benefits for local communities have been limited. The current model is primarily extractive, with refining, processing, and manufacturing activities occurring outside

the region. A central bottleneck to progress lies in the fragmentation and underdevelopment of logistics and connectivity infrastructure—particularly in remote mining territories with poor access to roads, ports, energy grids, and digital infrastructure.

1.4. These gaps increase logistics costs, deter private investment, and hinder the deployment of advanced technologies. They also constrain broader spillovers to non-mining sectors such as agribusiness, manufacturing, and services. In addition, trade facilitation bottlenecks and fragmented regulatory frameworks further undermine regional competitiveness, with costly consequences for intra- and extra-regional trade.

1.5. However, these challenges also represent a powerful opportunity for regional coordination and product diversification. A jointly defined infrastructure and regulatory agenda—anchored in critical minerals—can improve competitiveness, reduce transaction costs, and foster value chain integration across multiple sectors. Such an agenda must be evidence-based and territory-informed.

1.6. To address this, the IDB proposes a regional-level diagnostic that will serve as a base or a later effort in strategic productive and infrastructure planning. This initial component will address critical technical knowledge gaps that will aid the bank and its partners to systematically map productive regional assets and flows and use geospatial and economic modeling to prioritize infrastructure investments with multi-sectoral benefits.

2. Objectives

2.1. General Objective

To conduct an assessment to identify key potential productive corridors in the Andean region—specifically in Bolivia, Colombia, Ecuador, and Perú—that can leverage the critical minerals value chains and mining logistic infrastructure to support the acceleration and growth of other productive sectors alongside mining logistic corridors. This baseline will serve as a framework to leverage spatially concentrated productive assets to catalyze inclusive, diversified economic growth in the Andean Region.

2.2. Specific Objectives:

- Develop a rapid baseline of mining sites, logistics infrastructure, and territorial characteristics across the selected countries.
- Identify productive sectors with growth or export potential that may benefit from improved corridor connectivity.
- Generate preliminary definitions and spatial characterizations of productive corridors associated with mining logistics routes.
- Validate findings and engage national stakeholders through a multi-country mission.

3. Scope of Services and Key Activities

The consulting firm will implement five (5) workstreams that together constitute the scope of the work, as detailed below:

Activity 1.1: Workplan and Inception Phase

The consultant will develop a comprehensive Workplan that will guide the execution of the consultancy. This Workplan will include detailed project planning and programming, clearly defining the sequence of activities, analytical methods, and operational steps required to the

scope. It will outline the methodological approach for geospatial, economic, and territorial analysis, establish milestones for each activity, and specify the timeline for deliverables and quality assurance procedures. Additionally, the consultant will describe all expected products, including datasets, maps, analytical outputs, reports, and stakeholder engagement materials. The Workplan will serve as the primary management instrument for coordinating tasks, monitoring progress, and ensuring alignment with the objectives and standards established by the IDB and the CAN region.

Activity 1.2: Territorial Logistics & Infrastructure Connectivity of the Mining Sector

The consultant will conduct an investigation of the mining sector in Bolivia, Colombia, Ecuador, and Perú to establish a detailed baseline of the region's principal mining operations and associated logistics infrastructure. This activity will begin with the identification and compilation of a list of the most significant mining sites across the four countries, including both large-scale and regionally strategic operations. This effort will be conducted in coordination using inputs of a parallel consulting efforts aiming to map the mining value chains. The consultant will acquire and process locational data to accurately geo-reference each mining site, ensuring compatibility with the geospatial analytical framework defined in the Workplan.

In parallel, the consultant will identify and catalog key infrastructure assets that support the export and transport of mining products, including major port facilities, multimodal terminals, transport networks, and relevant energy infrastructure. This infrastructure inventory will be developed using official national datasets, sectoral publications, geospatial information, and additional validated sources.

Using the assembled mining and infrastructure datasets, the consultant will conduct a spatially explicit network analysis to evaluate connectivity patterns, logistical dependencies, and transport efficiency. This analysis will support the identification of a preliminary set of candidate mining logistics corridors, which will serve as the foundational spatial units for subsequent activities on productive sector integration and corridor characterization.

Activity 1.3: Identification of Relevant Productive Sectors

In this activity the consultant will develop an economic and territorial analysis to identify priority productive sectors with strong relevance, competitiveness, and export which are located within the mining corridors. This activity will begin with the systematic review and processing of official economic statistics, sectoral production data, employment indicators, export performance, and value-added contributions across multiple industries. Following, the consultant will assess sectoral performance using quantitative criteria such as productive output, historical and projected growth, trade volumes, participation in regional and global value chains (from parallel CAN studied), and levels of employment generation. These indicators will be used to identify and prioritize sectoral candidates with the potential to benefit from improved connectivity and integration with mining logistics corridors.

Once priority sectors are identified, the consultant will conduct a spatial analysis to understand their geographic distribution. Productive activity will be mapped at relevant administrative levels—such as provinces, and municipalities or other spatial administrative units—to detect territorial concentrations, clusters, and potential synergies with the preliminary corridors identified in Activity 1.2. The spatial mapping will include the identification of production hubs, agro-industrial zones, industrial parks, and areas where key productive sectors overlap with transport infrastructure. This activity will result in a territorial characterization of productive sectors in terms of their spatial footprint, economic relevance, and potential alignment with

mining-related logistics routes. These findings will feed directly into subsequent spatial and economic integration analyses.

Activity 1.4: Productive Corridor Identification Using Spatial & Economic Analytics

Building on the preliminary corridor identification (Activity 1.2) and the prioritized productive sectors (Activity 1.3), the consultant will apply advanced geospatial and economic analytical methods to integrate these datasets and formally identify “*Productive Corridors*” in the region. This activity will generate the first consolidated definition of corridor territories where mining logistics routes intersect with productive sector potential.

The consultant will employ a suite of spatial statistical techniques—including hotspot analysis, spatial autocorrelation indices, spatial clustering methods, and connectivity matrices—to evaluate the co-location patterns of productive sectors in relation to mining logistics pathways. These methods will allow the identification of statistically significant zones of productive activity, economic clustering, and areas with potential for corridor-based economic integration. In parallel, the consultant will attribute each preliminary corridor using relevant socio-economic, environmental, and territorial variables. By combining spatial statistics, economic diagnostics, and territorial attributes, the consultant will generate the first full analytical definition and typology of “Productive Corridors” associated with mining logistics routes in Bolivia, Colombia, Ecuador, and Perú. This will include a descriptive and spatial characterization of each corridor’s territorial context, productive potential, degree of connectivity, and relevance for further analysis in subsequent phases of the regional study. Energy and Digitization infrastructure will be included in a future follow-up study.

Activity 1.5 – Stakeholder Engagement / Multi-Country Mission

The consultant will carry out a consultation and validation stakeholder engagement process through a multi-country mission to, at least, two (2) CAN member countries, as designated by the IDB Team Leader. This mission is a critical component of this consultancy, ensuring the validation of analytical findings, alignment with national priorities, and early engagement with key governmental and institutional actors who will play a role in the development and implementation of future corridor strategies. A principal-level expert from the consulting team will participate in the mission and serve as the lead representative for all technical presentations, consultations, and discussions. The mission will involve meetings with relevant national-level institutions, including ministries, mining authorities, transport and logistics agencies, private sector productive organizations, and other strategic stakeholders identified by the IDB.

4. Expected Outcome and Deliverables

4.1. Expected Deliverables

1. Inception Report – End of Month 1
2. Mining Logistics & Infrastructure Baseline – End of Month 2
3. Productive Sector Analysis – End of Month 4
4. Productive Corridor Baseline Report (Phase 1) – End of Month 6
5. Stakeholder Engagement Mission Report – No later than April 1st, 2026
6. Final Presentation to IDB & CAN Stakeholders – After Deliverables 4–5

4.2. Expected Outcome

This consultancy will produce an evidence-based, spatially defined baseline of mining-related productive corridors in the selected countries. The analytical outputs—combined with the



stakeholder mission—will provide a validated foundation for following consultancy phase, where corridor profiling, prioritization, investment plan and policy recommendations.