

TERMS OF REFERENCE**Supporting Food Security in Guyana through Trade and Integration****(GY-T1198)****COMPONENT 1: Technical Studies****1. Background**

- 1.1. The Government of Guyana (GOG) has expressed interest in upgrading the Linden – Lethem transport corridor, a key artery for the socioeconomic development of communities in Guyana’s hinterland and for the regional integration with the Roraima and Amazonas states of Brazil. The road is paved on the Brazilian side but stops at the border in Bomfim. While a largely unpaved road connection currently exists between Georgetown and the border, it is often hazardous due to dust during the dry season and frequently impassable in some sections during the rainy season where passage relies on low embankments, timber bridges, and ferry crossings. The unpaved road length from Lethem to Linden is approximately 454 Km.
- 1.2. While the current emphasis of the GOG so far has been on road construction, motivated by a desire to create a reliable and safe land link with its neighbor, to increase cross-border trade and to strengthen food security, it is evident that the land connection must be considered within a wider framework to have a positive developmental impact. This project has implications for rural development, indigenous communities, local economic opportunities, protected areas management, climate resilience, trade and integration, border security and management, sanitary and phytosanitary measures, etc., that go well beyond the development of a road construction project.
- 1.3. This TC will require the support of specialized consultants, both individual and firms.

The team:

The Integration and Trade Sector (INT) advises management on trade and regional development issues, as well as overall Bank strategies and programs in these areas. It is also responsible for policy-relevant research on regional and global economic integration issues and trends, as well as specialized technical sector support to trade and integration-related operations and activities. The Trade and Investment Division is charged with initiating and executing the sector’s operational portfolio.

What you'll do:

- Provide technical and strategic support to the Ministry of Foreign Affairs and other relevant Ministries in the event of a future dialogue with Brazil on trade and investment agreements.
- Prepare a technical note on a trade-related gap, upon identification and agreement with the Ministry, to support future trade dialogue.

Deliverable:

- Technical note (1)
- Presentation (1) in powerpoint

Payment timeline:

Consultant will send the Team Leader invoices against specific deliverables.

Payment Schedule	
Deliverable	%
1. Draft technical note – 30 days after contract signature	40%
2. Final technical note – 90 days after contract signature	50%
3. Presentation – 120 days after contract signature	10%
TOTAL	100%

Education: Master's degree in Economics, Political Science, and/or International Relations or equivalent. The degree must have a focus on international trade, e.g. trade economics, trade policy, trade negotiation, trade regulation.

Experience: A minimum of ten (10) years of relevant professional experience in trade policy, trade facilitation, trade negotiations, and/or investment attraction. Experience working in CARICOM or other developing countries is desirable.

Languages: English

Core and Technical Competencies:

The consultant must have a strong background in trade policy and trade negotiations. Experience working on IDB operations, technical cooperation, and initiatives with specific focus on either trade or investment attraction considered an asset.

Opportunity Summary:

- Type of contract and modality: PEC – Products and External Services Contractual
- Length of contract: 6 months
- Starting date: October 2024
- Location: The consultant's residence.
- Responsible person: Krista Lucenti (INT/TIN)
- Requirements: You must be a citizen of one of the [IDB's 48 member countries](#) and have

no family members currently working at the IDB Group.

Our culture: Working with us you will be surrounded by a diverse group of people who have years of experience in all types of development fields, including transportation, health, gender and diversity, communications and much more.

About us: At the Inter-American Development Bank, we're devoted to improving lives. Since 1959, we've been a leading source of long-term financing for economic, social, and institutional development in Latin America and the Caribbean. We do more than lending though. We partner with our 48 member countries to provide Latin America and the Caribbean with cutting-edge research about relevant development issues, policy advice to inform their decisions, and technical assistance to improve on the planning and execution of projects. For this, we need people who not only have the right skills, but also are passionate about improving lives.

Payment and Conditions: Compensation will be determined in accordance with Bank's policies and procedures. The Bank, pursuant to applicable policies, may contribute toward travel and moving expenses. In addition, candidates must be citizens of an IDB member country.

Visa and Work Permit: The Bank, pursuant to applicable policies, may submit a visa request to the applicable immigration authorities; however, the granting of the visa is at the discretion of the immigration authorities. Notwithstanding, it is the responsibility of the candidate to obtain the necessary visa or work permits required by the authorities of the country(ies) in which the services will be rendered to the Bank. If a candidate cannot obtain a visa or work permit to render services to the Bank the contractual offer will be rescinded

Consanguinity: Pursuant to applicable Bank policy, candidates with relatives (including the fourth degree of consanguinity and the second degree of affinity, including spouse) working for the IDB, IDB Invest, or MIF as staff members or Complementary Workforce contractuals, will not be eligible to provide services for the Bank.

Diversity: The Bank is committed to diversity and inclusion and to providing equal opportunities to all candidates. We embrace diversity on the basis of gender, age, education, national origin, ethnic origin, race, disability, sexual orientation, and religion. We encourage women, Afro-descendants and persons of indigenous origins to apply.

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COMPONENT 3: Border Crossing Assessments

1. Background

- 1.1. The Government of Guyana (GOG) has expressed interest in upgrading the Linden – Lethem transport corridor, a key artery for the socioeconomic development of communities in Guyana’s hinterland and for the regional integration with the Roraima and Amazonas states of Brazil. The road is paved on the Brazilian side but stops at the border in Bomfim. While a largely unpaved road connection currently exists between Georgetown and the border, it is often hazardous due to dust during the dry season and frequently impassable in some sections during the rainy season where passage relies on low embankments, timber bridges, and ferry crossings. The unpaved road length from Lethem to Linden is approximately 454 Km.
- 1.2. While the current emphasis of the GOG so far has been on road construction, motivated by a desire to create a reliable and safe land link with its neighbor, to increase cross-border trade and to strengthen food security, it is evident that the land connection must be considered within a wider framework to have a positive developmental impact. This project has implications for rural development, indigenous communities, local economic opportunities, protected areas management, climate resilience, trade and integration, border security and management, sanitary and phytosanitary measures, etc., that go well beyond the development of a road construction project.
- 1.3. This TC requires the support of specialized consultants, both individual and firms.

2. Consultancy objective(s)

- 2.1. The main objective of this consultancy is to provide technical inputs and recommendations for improvement of the border crossings at the Guyana-Brazil border at the Guyana-Suriname border through the development of conceptual border crossing designs.

3. Scope of Services

- 3.1. The primary activities to be undertaken by the consultants are to:
- a. Review and update previous market analysis studies undertaken by the IDB for both border crossings.
 - b. Map the current control processes at the Guyana-Brazil and Guyana-Suriname border crossings.
 - c. Conduct a diagnostic analysis of the functionality of the current infrastructure at the Guyana-Brazil and Guyana-Suriname border crossings, based on current and projected trade volumes.
 - d. Examine the different modes of transport for cargo and passengers at the Guyana-Brazil and Guyana-Suriname border crossings.
 - e. Carry out a mapping of all Guyanese agencies (public and private) involved in the regulation of international trade flows; identify these agencies' current processes for issuing export/import/transit licenses, permits, and certificates, as well as the data and information required for said processes.
 - f. Assess and identify current software, hardware, internet connectivity, and other information technology as well as energy resources available or in use at the Guyana-Brazil and Guyana-Suriname border crossings and Guyanese agencies involved in the regulation of international trade flows; likewise, identify ongoing and future investment needs in this regard.
 - g. Identify any trade policy instruments, e.g. transit agreement, necessary for goods to move through Guyana in transit. Provide good practices, along with potential extra-regional models (e.g. Central America). Identify any potential trade facilitation solutions.
 - h. Review international good practices in trade facilitation, logistics, and risk management, as well as existing norms and regulations for the operation, construction, and improvement of border crossings.
 - i. Based on the above, develop specific policy recommendations – of a regulatory, legal, procedural, infrastructure, and technological nature – for Guyana-Brazil and Guyana-Suriname border crossings, while also highlighting similar recommended improvements for other relevant national agencies – i.e. those responsible for regulating international trade flows – that could ultimately boost the efficiency of the Guyana-Brazil and Guyana-Suriname border crossings.
 - j. Develop an action plan for further actions and provide a preliminary estimation of cost of future investments. Identify potential sources for financing of these investments, whether they are public, private or PPP.

4. Expected Outcomes and Deliverables

- 4.1. The expected outcome is a comprehensive diagnostic assessment with a set of clear recommendations on steps for specific legal, regulatory, infrastructure, and technological improvements for the Guyana-Brazil and Guyana-Suriname border

crossings. The assessment will be accompanied by conceptual designs for improving the infrastructure and logistics at the respective border crossings. This, in turn, is expected to improve the efficiency of logistics and goods clearance processes.

4.2. The deliverables are as follows:

Number	Deliverables
1	Inception report
2	Missions (fact-finding and presentation of draft final report)
1	Mission report
1	Progress Report 1 with overview of current processes, infrastructure, and IT use and needs at the Guyana-Brazil and Guyana-Suriname border crossings, as well as processes and IT use and needs at agencies involved in international trade (activities a-f)
1	Progress Report 2 with applicable international good practices in trade policy (transit) and facilitation, risk management for border crossings, as well as existing norms and regulations for their operation, construction, and improvement (activity g-h)
1	Draft final report with preliminary observations, policy recommendations, and action plan (activities i and j)
1	Final report, incorporating all activities and inclusive of an executive summary
1	Powerpoint presentation of final report

All deliverables should be sent in both Word and PDF format (and in ppt) and should be carefully and professionally edited and crafted, using graphics and data visualization where appropriate.

5. Project Schedule and Milestones

- 5.1. Inception report (within 2 weeks of contract signature)
- 5.2. Fact-finding Mission (within 5 weeks of contract signature)
- 5.3. Mission report (within 1 week of fact-finding mission)
- 5.4. Report with overview of current processes (within 12 weeks of contract signature)
- 5.5. Report with applicable recommendations based on international good practices and standards (within 15 weeks of contract signature)
- 5.6. Draft report with preliminary observations (within 20 weeks of contract signature)
- 5.7. Dissemination and validation mission (within 24 weeks of contract signature)
- 5.8. Final report (within 36 weeks of contract signature)

6. Acceptance Criteria

- 6.1. Criteria for acceptance will be based on review by team leaders.

7. Supervision and Reporting

7.1. The coordination of consultant work will be managed by Krista Lucenti (INT/TIN).

8. Schedule of Payments

8.1. Payment terms will be based on project milestones or deliverables.

Payment Schedule	
Deliverable	%
1. Signature of the contract	10%
2. Delivery and approval of the inception report, mission and mission report (5.1-5.3)	25%
3. Delivery and approval of the overview of current processes and applicable international good practices and norms (5.4-5.5)	25%
4. Delivery and approval of the draft final report and mission (5.6 and 5.7)	20%
5. Delivery and approval of final report	20%
TOTAL	100%

9. Characteristics of the Consultancy

- a) Type of consultancy: Consulting Firm
- b) Starting date and duration: November 2024, duration 9 months to begin at contract signature.
- c) Place of work: Offices of the consulting firm. Two (2) trip/missions will be required.
- d) Citizenship: The consulting firm must be from an IDB member country.

10. Firm Qualifications

10.1. An established track record showing the ability to carry out gap analyses and studies in border crossing management and improvement. Previous experience in advising clients on issues related to process reengineering, logistics, and trade policy and facilitation is also required. Demonstrated capability of the consulting firm to successfully execute projects of a similar nature.

10.2. The key experts required for the consulting firm's team, and their minimum qualifications and experience are:

- Key Expert No. 1: Transport or Logistics Engineer
 - Education: MA/MS in Logistics Engineering or Civil Engineering
 - Experience: At least 15 years of experience in border station design, with 5 years' experience in developing countries. If proposed as Team Leader,

experience must include being Team Leader in at least 2 projects of a similar nature in developing countries.

- Key Expert No. 2: Trade and Logistics Specialist
 - Education: MA/MS in Economics, Trade, Logistics, Transportation or related field
 - Experience: At least 15 years of experience in economic analysis and/or project management logistics operations, supply chain management, and trade logistics. Previous relevant professional experience in customs and border processes and logistics in developing countries is required. Consultant must have knowledge of trade policy instruments such as transit agreements. If proposed as Team Leader, experience must include being Team Leader in at least 2 projects of a similar nature in developing countries.
- Key Expert No. 3: Economist
 - Education: MA/MS in Economics
 - Experience: At least 15 years of experience in economic analysis of transport and logistics projects, with 5 years of experience in developing countries. Experience must include at least 2 border crossing projects with public and private investments.
- Key Expert No. 4: IT Process Engineer/Business Process Expert
 - Education: MA/MS in IT Engineering, Business Process Management, or a related field.
 - Experience: At least 15 years of experience in process design, operation, and implementation of customs, border crossings and trade facilitation projects. Previous experience with process reengineering in developing country agencies is required.

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COMPONENT 4: Technical Coordination

1. Background

- 1.1. The Government of Guyana (GOG) has expressed interest in upgrading the Linden – Lethem transport corridor, a key artery for the socioeconomic development of communities in Guyana’s hinterland and for the regional integration with the Roraima and Amazonas states of Brazil. The road is paved on the Brazilian side but stops at the border in Bomfim. While a largely unpaved road connection currently exists between Georgetown and the border, it is often hazardous due to dust during the dry season and frequently impassable in some sections during the rainy season where passage relies on low embankments, timber bridges, and ferry crossings. The unpaved road length from Lethem to Linden is approximately 454 Km.
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What you'll do:

- Oversee the production of status reports, communication with all relevant stakeholders, logistical and content-related organization of any necessary meetings and outreach activities, and any necessary supporting research for other activities of GY-T1198 and other relevant operations.
- Help support the organization of events specified under this technical cooperation.

Deliverables:

- Monthly Progress Reports
- Reports on all workshops

Payment schedule:

- Progress Reports (I-III) – after 90 days after contract signature: 30%
- Progress Reports (IV-IX) – after 240 days after contract signature 50%
- Progress Reports (X-XII) – after 365 days after contract signature 20%

Education: Master's degree in economics, international relations or equivalent. PhD an asset.

Experience: A minimum of five to eight years of relevant professional experience in trade, trade facilitation and/or investment attraction.

Languages: English

Core and Technical Competencies:

The consultant must have a strong background in international trade, transport and international affairs. Experience working on IDB operations, technical cooperation, and initiatives with specific focus on either trade or investment attraction considered an asset.

Opportunity Summary:

- Type of contract and modality: PEC – Products and External Services Contractual
- Length of contract: 24 months
- Starting date: October 2024
- Location: The consultant's residence.
- Responsible person: Krista Lucenti (INT/TIN)
- Requirements: You must be a citizen of one of the [IDB's 48 member countries](#) and have no family members currently working at the IDB Group.

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