



REPÚBLICA DE MOÇAMBIQUE

Ministério das Obras Públicas,
Habitação e Recursos Hídricos
Direcção Nacional de Águas



Ministério de Transportes e
Comunicações
Instituto Nacional de Meteorologia



TRANSFORMING HYDROLOGICAL AND METEOROLOGICAL SERVICES PROJECT

CONSULTANCY TO DEVELOP A BUSINESS PLAN FOR INAM.

**Request for Expression of Interest
Consulting Services – Firm Selection**

Country: Mozambique

Project: Transforming Hydro-Meteorological Services Project (Hydro-MetProject)

Source of finance: Nordic Development Fund

Consultancy services for: Consultancy to develop a Business Plan for INAM.

Grant No: NDF –C44

Due Date: **Wednesday 12 August at 3:00 pm (local time).**

The Republic of Mozambique has received from the Nordic Development Fund (NDF) parallel grant finance to the World Bank (WB) Hydro-Met Project, of EUR 4.5million approved in May 15, 2013, and intends to apply part of the resources for consultancy services.

The main objective of the consultancy services (“the Services”) is to provide technical assistance to INAM in order to prepare a Business Plan that allows the dissemination of information linked to product development and long-term financial sustainability of the institution.

In order to achieve the objectives of the services, the Consultant will be required to work in close collaboration with INAM and other relevant authorities, experts and potential users and customers (public and private sector) of the services provided by INAM.

The Consultant must be familiar with the World Meteorological Organization (WMO) concepts and guidelines on impact –based forecast and warning; must familiarize with the appropriate documentation, activities, and organizational structure of the institution as well as the main users of the services provided by INAM.

The scopes of the services, under this consultancy include:

- i. To undertake a detailed assessment on the quality of the services provided by INAM to its actual users (Aviation sector, Marine, media, agriculture, public sector, DNA, ARAs,

INGC) and will clearly identify needs for meteorological information and services among actual and potential clients within the public and private sector. The methodology for the institutional assessment shall be agreed and approved by INAM

Among others, the consultant shall assess:

- Type of information produced
 - How is INAM presenting the information
 - How frequent is the information provided
 - Quality of the information
 - Quantity of information
 - Agreements and coordination with users/stakeholders to receive or provide data
 - Agreements with media (Tv, radio, newspaper, etc.) to publish the information produced by INAM
- ii. Define the needs for meteorological services in the private sector as well as in the public institutions (governmental and other public organizations).
- iii. Identify actual and potential users/customers of INAM's information and services (including DNA; ARAs; INGC; airlines, shipping, telephone companies, mining, gas companies, farmers, fishermen, health, energy sector etc.). At the same time, the customers' willingness and ability to pay for the services provided by INAM as well as the institutional ability to deliver the requested services, must be assessed.
- iv. Prepare a baseline on the current users 'satisfaction with INAM services, from where gradual improvements can be measured, will be prepared by the consultant.
- v. Based on the service and need assessment, prepare the concept and final proposal of a Business Plan. The proposed BP shall consider best practices and strategies for delivering services implemented in some of the world's leading National Meteorological and Hydrological Services (NMHSs). The BP shall consider delivery of services focusing on the impact of the weather on a particular sector, rather than on the weather alone. Cooperation, exchange of information partnership and public interest must be considered when designing the BP concept. A comparative analysis on the actual and future situation of INAM should be carried out and a proposal to improve the services, considering development of new relevant products, should be prepared.

The Nacional Meteorological Institute (INAM) invites eligible Consulting Firms (Consultants) to indicate their interest in providing the services requested in this EoI. Interested Consulting Firms must provide information indicating that they have the required qualification and relevant experience to perform the services (brochures, description of similar assignments, and experience in similar conditions), detailing the projects (project name, location, country, date and time, contracting entity, job description and any relevant additional information). The selection criteria for the services will be: i) Experience of the Firm in similar assignments, ii) Qualifications of the proposed key staff.

The documentation must be submitted in **English language in hard copies and digital editable files.**

Attention of interested Consultants is drawn to the fact that the firms(s) and individuals employed for these services shall not be eligible to be awarded other contracts under the NDF Grant C-44 or as part of a consortium or joint venture, or as sub-consultant, for other consultancies or suppliers for deliveries of goods.

The selection method will be “*Selection Based on Consultant Qualifications*”, where a Firm (or association) will be selected, based on the Expression of Interest (EoI), to submit technical and financial proposal and to negotiate the contract.

The ToR for this service can be seen at the following web page: www.inam.gov.mz

Consulting Firms will be selected in accordance with the Procurement Procedures of the Nordic Development Fund (NDF: General Procurement Guidelines for Grant Projects 2009). This document is available on the website of the Nordic Fundat the following website: www.ndf.fi

Further information can be obtained at the address below during office hours 08:30 am - 02:30 pm (local time).

Expressions of interest must be delivered to the address below by **Wednesday 12 August at 3:00 pm** (local time) and should clearly indicate: “**Consultancy Services to develop a Business Plan for INAM.**”

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