



REQUEST FOR EXPRESSION OF INTEREST

CONSULTANCY SERVICES FOR THE DEVELOPMENT OF THE IDC 2023-2027 STRATEGIC
PLAN - IDC/EOI/002/2023

(CONSULTING SERVICES – FIRMS SELECTION)

Issuance Date: 27th January 2023

1.0 BACKGROUND

The Industrial Development Corporation (IDC) is an investment holding company wholly owned by the Government of the Republic of Zambia. The corporation is in the process of developing a Five-Year Corporate Strategy which is guided by the Corporation's mandate to spearhead industrialisation in the country as well as transform its portfolio to sustainable viability. The operations of the IDC are informed by five-year strategic plans, which are implemented by respective Divisions.

The corporation has set aside funds in its 2023 budget and intends to apply part of the funds for consultancy services to develop the 2023-2027 strategic plan of the IDC.

2.0 ASSIGNMENT OBJECTIVE

The main purpose of the assignment is to develop a strategic plan which outlines the IDC's strategic focus, medium-term goals and highlights the initiatives to be undertaken that are critical to the attainment of the corporation's goals.

The Consultant will be expected to engage with key stakeholders to ascertain the assignments' key objectives and the attainment thereof.

3.0 SPECIFIC OBJECTIVES OF THE ASSIGNMENT

The specific objectives of the consultancy are as follows:

- i. To orientate the strategic planning process
- ii. To facilitate the review of the Strategic Plan 2021-2025
- iii. To undertake situational analysis
- iv. To establish the strategic direction

- v. To develop strategic objectives
- vi. To draft action plan/log frame
- vii. To draft strategic plan for 2023 – 2027
- viii. To present the draft strategic Plan to the IDC Board and Management for consideration and adoption

4.0 SCOPE OF WORK

In order to attain the above objectives, the scope of works shall include but will not be limited to the following:

- i. Highlight any areas of concern in the Planning teams understanding of the strategic planning process and how best to address them
- ii. Categorise the successes and failures of the 2021 – 2025 strategic plan; what steps or measures can be undertaken to address the failures and strengthen the successes
- iii. Outline the factors that are likely to impact positively or negatively on the 2021 – 2025 strategic plan from the situation analysis; what are the focus areas and how best to address them
- iv. Outline the strategic goals for 2023 – 2027, indicating measurable indicators for effective implementation
- v. Produce the strategic Metric Framework
- vi. Produce the 2023 – 2027 draft strategic plan document
- vii. 2023 – 2027 strategic plan approved by IDC Board

Detailed Terms of Reference (ToRs) regarding this Consultancy can be obtained from the IDC website: www.idc.co.zm and the ZPPA e-GP platform.

5.0 DURATION OF THE ASSIGNMENT

This assignment is expected to be completed within 30-man days after signing of Contract. This assignment is expected to commence in March 2023.

6.0 INVITATION

IDC now invites interested and eligible consulting firms (“Consultants”) to indicate their interest in providing the Services. Interested Consulting Firms should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services.

7.0 ELIGIBILITY CRITERIA

The shortlisting criteria includes:

- i. Must be legally registered as a Consultancy Service Provider preferably with more than 10 years of active engagement in Strategic planning, Investment/Portfolio Management and Restructuring, Business Administration, or other related fields.

- ii. Ten (10) years or more demonstrated evidence of performing similar work with traceable references preferably in the Investment industry, State- Owned enterprise, fund management, or financial services.
- iii. Analytical and full understanding of Zambia's State-Owned enterprises administration, investment/portfolio management industry, economic and policy outlook, and:
- iv. The Team Leader and Key Persons responsible for the review must possess a Postgraduate degree or relevant professional qualification in Strategic planning, Investment/Portfolio Management and Restructuring, Business Administration, or other related fields.

The above required relevant qualifications and experience *relates to the qualifications and experience of the firm and should not be based on individual experts or bio data of the firms that express interest as this is not required at this stage.*

A Consulting Firm will be selected in accordance with the Quality and Cost Based Selection method (QCBS).

Interested Consulting Firms may obtain further information at the address below during office hours (08:30 -12:30 and 14:30 to 16:30 hours local time).

Expressions of interest must be submitted electronically through the ZPPA e-GP platform using the following link <https://eprocure.zppa.org.zm/epps/home.do> by 10th February 2023, at 10:30 hours local time.

HEAD OF PROCUREMENT AND SUPPLIES

For/Acting Group Chief Executive Officer

TEL: +260 211 427 000

Email: info@idc.co.zm; royd.simukonda@idc.co.zm; nyumbu.kayonde@idc.co.zm;

mofya.yamba@idc.co.zm