

**REQUEST FOR EXPRESSIONS OF INTEREST  
(CONSULTING SERVICES – FIRMS SELECTION)**

**GEORGIA**

**Georgia Resilient Agriculture, Irrigation and Land Project (GRAIL) – P175629  
Loan No. 9504-GE**

**Assignment Title: Comprehensive Institutional Reform Program to Improve Functions of  
Georgian Amelioration  
Reference No: GR/CS/QCBS/02-1**

Georgia has received financing from the World Bank toward the cost of **Georgia Resilient Agriculture, Irrigation and Land (GRAIL) project** and intends to apply part of the proceeds for consulting services. The project cost is USD 150.00 million comprising of an equal share of USD 75.00 million by each co-financer.

The project development objectives are to: (a) improve irrigation, and drainage services, and agricultural production in project areas; and (b) strengthen national irrigation and land management institutional capacity for climate resilient planning.

The consulting services (“the Services”) include **Comprehensive institutional reform program to improve functions of Georgian Amelioration (GA)**. The objective of this assignment is to undertake the diagnostic, planning, piloting and implementation of institutional reforms of GA at all levels, from national head office to Service Centers. The audit and rollout of the reform process is expected to assess and redefine structural organizational arrangements to optimize GA functions in line with best practices, and with a focus on a service-oriented and performance-based work culture.

The assignment extends over 30 months and comprises a 12-month phase of intensive participative analysis and planning of the reform action plan, followed by an 18-month phase of piloting and implementing the reforms. The consultant shall provide intensive support to the GA change-management team in the rollout of the organizational reform actions and during that period shall analyze what is working and what needs to be revised given the Georgian institutional change experiences and the companies operational realities.

The Consultant shall prepare and implement a Strategic Reform Plan that sets out the scope, entry points, change objectives and detailed action plans to support a client-led change process within GA. The main outputs will include: preparation and implementation of a detailed reform action plan for GA; a communication strategy for the reform process; design of a training support program to address skills gaps in the reform transitions; and implementation project management and tracking. The main outcome will be restructured and capacitated GA that is effective in its core function of providing high quality, performance-based irrigation services.

The GA reform task above shall be complemented by a set of separate activities undertaken by other consultants for: operational skills and capability development of GA and service-center personnel; the purchase of essential instruments and equipment for effective scheme level organizational functioning; the review and redesign of the public relations and marketing teams within GA; implementation of a revised irrigation tariff nationally; water saving and management technologies for farmers; establishment and training of Water user organizations (WUOs); and the setup of Hydro-Agricultural Informatics Centre. The reform planning and implementation process shall be closely aligned to and maximize synergies with the parallel activities aiming to strengthen GA and service-delivery performance in irrigation in Georgia.

The detailed Terms of Reference (TOR) for the assignment can be found on the link below: <https://drive.google.com/file/d/13GaY6L5yN49FqpdXquwOXG6iMI0A13zI/view?usp=sharing>

**The Ministry of Environmental Protection and Agriculture of Georgia (MEPA)** now invites eligible consulting firms (“Consultants”) to indicate their interest in providing the Services. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services. Expression of interest should cover, but not limited to: corporate profile, years in business, experience relevant to the project activities, overall key staff resources, and core business.

The shortlisting criteria are:

- General experience;
- Similar experience: assignments completed within the last 10 years (i.e., since January 2013) in preparation of reform action plans and institutional audits for organizations, including the governmental entities;
- Similar experience: assignments completed within the last 10 years (i.e., since January 2013) in undertaking the institutional change-management for organizations, including governmental entities;

*Note: the MEPA reserves it's right to verify submitted references and use obtained information for evaluation purposes.*

The attention of interested Consultants is drawn to Section III, paragraphs, 3.14, 3.16, and 3.17 of the World Bank’s “Procurement Regulations for IPF Borrowers” July 2016, revised November 2020 (“Procurement Regulations”), setting forth the World Bank’s policy on conflict of interest.

Consultants may associate with other firms to enhance their qualifications, but should indicate clearly whether the association is in the form of a joint venture and/or a sub-consultancy. In the case of a joint venture, all the partners in the joint venture shall be jointly and severally liable for the entire contract, if selected. The experience of sub-consultants will not be taken into account while evaluating the corporate experience of the consultant.

To facilitate the development of EOI and further assessment, the interested consultants are provided with a Form for References for experience in the projects relevant to the assignment. The Form for References can be found on the link below: [https://drive.google.com/file/d/1hDeNiygk0vcp3qx-8uwz05\\_ZYcmAsjPQ/view?usp=sharing](https://drive.google.com/file/d/1hDeNiygk0vcp3qx-8uwz05_ZYcmAsjPQ/view?usp=sharing)

A Consultant will be selected in accordance with the **Quality and Cost Based Selection Method (QCBS)** method set out in the Procurement Regulations: [Approved Selection Methods: Consulting Services under IBRD Loans and IDA Credits & Grants by World Bank Borrowers - July 2016, revised November 2020.](#)

Further information can be obtained at the address below during office hours from 10:00 a.m. to 17:00 p.m. at MEPA, Mr. Ioseb Tchonkadze, Procurement Consultant.

The hard copies of the Expressions of interest (accompanied by the electronic version of EOI) must be delivered in English in a written form to the address below (in person or by mail) by **December 19, 2023, at 17:00 hrs. local time, extended until January 10, 2024, at 17:00 hrs. local time.**

**Ministry of Environmental Protection and Agriculture of Georgia (MEPA)**  
**Attn: Mr. Ioseb Tchonkadze, Procurement Consultant**  
**34 Marshal Gelovani Ave, 0159 Tbilisi, Georgia (second building on the left from the MEPA main building)**

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