

PROCUREMENT PLAN

I. General

1. Project Information

Country: Malawi
Project Name: Malawi Electricity Access Project
Project ID: P164331

2. Project Implementation Agencies: MONREM AND ESCOM

3. Date of the Procurement Plan: 1 May 2019

4. Period Covered by this procurement plan: 2019-2020

II. Preamble

In accordance with paragraph 5.9 of the “World Bank Procurement Regulations for IPF Borrowers” (July 2016, revised November 2017 and August 2018) (“Procurement Regulations”) the Bank’s Systematic Tracking and Exchanges in Procurement (STEP) system will be used to prepare, clear and update Procurement Plans and conduct all procurement transactions for the Project.

This textual part along with the Procurement Plan tables in STEP constitute the Procurement Plan for the Project. The following conditions apply to all procurement activities in the Procurement Plan. The other elements of the Procurement Plan are as required under paragraph 4.4 of the Procurement Regulations as set forth in STEP.

III. Bank’s Standard Procurement Documents:

The Bank’s Standard Procurement Documents shall be used for all contracts subject to international competitive procurement and those contracts as specified in the Procurement Plan tables in STEP.

IV. National Procurement Arrangements: In accordance with paragraph 5.3 of the Procurement Regulations, when approaching the national market (as specified in the Procurement Plan tables in STEP), the country’s own procurement procedures may be used.

When the Borrower uses its own **national open competitive procurement** arrangements as set forth in *The Public Procurement and Disposal of Assets Act, 2017* and *The Public Procurement and Disposal Regulations*, such arrangements shall be subject to paragraph 5.4 of the Procurement Regulations under the following conditions:

- o Provision of “set-asides” contracts for small enterprises shall not be applied.
- o Criteria such as environmental aspect, extent of local content, technology transfer, and managerial, scientific and operational skills development shall not be used in the evaluation of bids unless specifically agreed by the Bank on a case to case basis.
- o Procurement Documents include provisions, as agreed with the Bank, intended to adequately mitigate against environmental, social (including sexual exploitation and abuse and gender-based violence), health and safety (“ESHS”) risks and practices.

When **other national procurement arrangements** other than national open competitive procurement arrangements are applied by the Borrower, such arrangements shall be subject to paragraph 5.5 of the Procurement Regulations.

In accordance with paragraph 5.4(c) and 5.5 of the Procurement Regulations, the request for bids/request for proposals/request for quotations document shall require that Bidders/Proposers submitting Bids/Proposals/quotations present a signed acceptance at the time of bidding, to be incorporated in any resulting contracts, confirming application of, and compliance with, the Bank’s Anti-Corruption Guidelines, including without limitation the Bank’s right to sanction and the Bank’s inspection and audit rights. The form of the Letter of Acceptance is attached in Appendix 1.

V. Prequalification: N/A

VI. Leased Assets as specified under paragraph 5.10 of the Procurement Regulations: **Not Applicable.**

VII. Procurement of Second Hand Goods as specified under paragraph 5.11 of the Procurement Regulations: **Not Applicable.**

VIII. Domestic preference as specified under paragraph 5.51 of the Procurement Regulations (**Goods and Works**).

(a) Goods: No

(b) Works: No

Domestic preference is not applicable for National Open Competitive Procurement

IX. Other Relevant Procurement Information

Provide any other relevant procurement information such as procedures for CDD components, Procurement in Situations of Urgent Need of Assistance or Capacity Constraints etc.--NONE

- X. Procurement Prior Review Thresholds (USD millions):** *The overall Project procurement Risk is **Substantial**. **The project being a non-emergency project, there would be prior reviews of cases unless specifically indicated in the Procurement Plan***

Post Review: All contracts not subject to prior review shall be subject to post review.

XI. Procurement Prior Review Thresholds Based on Substantial Risk Rating (USD millions)

Type of Procurement	Threshold (Million USD)
Works (including turnkey, supply & installation of plant and equipment, and PPP)	10
Goods, information technology and non-consulting services	2
Consultants: firms	1
Consultants: Individuals	0.3

These thresholds shall apply to all procurement activities regardless of their procurement/selection methods.

XII. Thresholds for Procurement Approaches and Methods (USD millions)

Works			Goods, IT and Non-Consulting Services			Shortlist of National Consultants	
Open International	Open National	Request for Quotation	Open International	Open National	Request for Quotation	Consulting Services	Engineering & Construction Supervision
<	≥	≥	<	>	<	≤	≤
7	7	0.2	1.0	1.0	0.1	0.2	0.3

PROCUREMENT PACKAGES WITH METHODS AND TIME SCHEDULES

A. GOODS

I. MONREM

Sr. No	Contract Description	Est. Cost (US\$)	Review by Bank (Prior / Post)	Market Approach	Selection Method	Evaluation Options	Procurement Process	Prequalification (Yes/No)	Domestic Preference (Yes/No)	Expected date of bid/proposal opening	Expected date of Contract Signature
COMPONENT 3											
3.1	Procurement of one 4x4 double cabin pick up	75,000	Post	Open-National	RFQ		Single Stage-One Envelope	No	No	July, 2019	August 2019
3.2	Procurement of Office Furniture	50,000	Post	Open-National	RFQ		Single Stage-One Envelope	No	No	July, 2019	August 2019
3.3	Procurement of Office Equipment	20,000	Post	Open-National	RFQ		Single Stage-One Envelope	No	No	July, 2019	August 2019
3.4	Procurement of one 4x4 double cabin pick up	75,000	Post	Open-National	RFQ		Single Stage-One Envelope	No	No	October 2021	December 2021

II. ESCOM

Sr. No	Contract Description	Est. Cost (US\$)	Review by Bank (Prior / Post)	Market Approach	Selection Method	Evaluation Options	Procurement Process	Prequalification (Yes/No)	Domestic Preference (Yes/No)	Expected date of bid/proposal opening	Expected date of Contract Signature
COMPONENT 1											

Sr. No	Contract Description	Est. Cost (US\$)	Review by Bank (Prior / Post)	Market Approach	Selection Method	Evaluation Options	Procurement Process	Prequalification (Yes/No)	Domestic Preference (Yes/No)	Expected date of bid/proposal opening	Expected date of Contract Signature
1.1	Procurement for supply and delivery of LED bulbs	3,200,000.00	Prior	Open International	RFB		Single Stage One Envelop	No	No	Dec 2019	Feb 2020

B. CONSULTANCY SERVICES

I. MONREM

Sr. No	Contract Description	Est. Cost (US\$)	Review by Bank (Prior/Post)	Market Approach	Selection Method	Evaluation Options	Shortlisting (Yes/No)	Expected date of bid/proposal opening	Expected date of Contract Signature
COMPONENT 3									
1.0	Consultancy services to undertake prefeasibility studies for 10 mini grid locations	1,000,000	Prior	Open-International	QCBS		Yes	Oct 2019	Dec 2019
2.0	Consultancy services for transaction advisory for the design of the mini-grid tender process	1,500,000	Post	Open-International	QCBS		Yes	Oct 2020	Dec 2020
3.0	Consultancy Services to develop Targeted Government Policy and Regulation for Off-Grid Systems	650,000	Post	Open-International	QCBS		Yes	Oct 2019	Dec 2019
4.0	Consultancy services to undertake Consumer Awareness Campaigns on Off-grid Systems	350,000	Post	Open-International	QCBS		Yes	Oct 2019	Dec 2019
5.0	Consultancy Services for Quality Assurance for Off-Grid Systems	500,000	Post	Open-International	QCBS		Yes	Oct 2019	Dec 2019
6.0	Consultancy Services for provision of Technical Assistance for Financial Institutions engaged in Off-grid systems	1,000,000	Post	Open-International	QCBS		Yes	Oct 2019	Dec 2019
7.0	Consultancy Services for Fund Management to offer loans and grants to solar companies	2,000,000	Prior	Open-International	QCBS		Yes	Oct 2019	Dec 2019
8.0	Consultancy Service for Technical Partner to the Fund Manager (Firm)	500,000	Post	Open-International	QCBS		Yes	Oct 2019	Dec 2019
9.0	Consultancy Services for Assessment of Institutional Design of semi-autonomous Rural Electrification Agency and Fund	2,000,000	Post	Open-International	QCBS		Yes	Oct 2019	Dec 2019
10.0	Procurement Specialist	250,000	Prior	OPN-National	INDV		Yes	Oct 2019	Dec 2019
11.0	Financial Management Specialist	250,000	Post	OPN-National	INDV		Yes	Oct 2019	Dec 2019

II. ESCOM

Sr. No	Contract Description	Est. Cost (US\$)	Review by Bank (Prior/ Post)	Market Approach	Selection Method	Evaluation Options	Shortlisting (Yes/ No)	Expected date of bid/ proposal opening	Expected date of Contract Signature
COMPONENT 3									
1	Individual Consultant to provide financial management services	80,000.00	Prior	Open National	INDV		YES	N/A	July 2019
2	Individual Consultant to provide procurement support	80,000.00	Prior	Open National	INDV		YES	N/A	July 2019
3	Individual Consultant for Social Safeguard services	100,000.00	Post	Open National	INDV		YES	N/A	July 2019
4	Consultancy Services for Project Implementation Support and Supervision (GIS Planning design, packaging and supervision support during construction)	3,240,000.00	Prior	Open International	QCBS		Yes	April 2019	July 2019
5	Consultancy services for <i>development of System-wide MV feeder- specific upgrading Master Plan</i>	500,000.00	Post	Open International	QCBS		Yes	Sept 2019	Oct 2019
6	Consultancy services for <i>preparation and implementation of a gender capacity building plan and program.</i>	500,000.00	Post	Open International	QCBS		Yes	Sept 2019	Nov 2019
7	Consultancy Services to provide training for construction supervision management personnel and Private Sector Contractor Personnel.	500,000.00	Post	Open International	QCBS		Yes	Sept 2019	Nov 2019

Appendix 1

Letter of Acceptance of the World Bank's Anti-Corruption Guidelines and Sanctions Framework

Date: _____
Invitation of Bids/Proposals No. _____
To: _____

We, along with our sub-contractors, sub-consultants, service providers, suppliers, agents (whether declared or not) consultants and personnel, acknowledge and agree to abide by the World Bank's policy regarding Fraud and Corruption (corrupt, fraudulent, collusive, coercive, and obstructive practices), as set out and defined in the World Bank's Anti-Corruption Guidelines¹ in connection with the procurement and execution of the contract (in case of award), including any amendments thereto.

We declare and warrant that we, along our sub-contractors, sub-consultants, service providers, suppliers, agents (whether declared or not), consultants and personnel, , are not subject to, and are not controlled by any entity or individual that is subject to, a temporary suspension, early temporary suspension, or debarment imposed by a member of the World Bank Group, including, inter alia, a cross-debarment imposed by the World Bank Group as agreed with other international financial institutions (including multilateral development banks), or through the application of a World Bank Group finding of non-responsibility on the basis of Fraud and Corruption in connection with World Bank Group corporate procurement. Further, we are not ineligible under the laws or official regulations of *[Insert name of Employer as per bidding document]* or pursuant to a decision of the United Nations Security Council.

We confirm our understanding of the consequences of not complying with the World Bank's Anti-Corruption Guidelines, which may include the following:

- a. rejection of our Proposal/Bid for award of contract;
- b. in the case of award, termination of the contract, without prejudice to any other remedy for breach of contract; and
- c. sanctions, pursuant to the Bank's Anti-corruption Guidelines and in accordance with its prevailing sanctions policies and procedures as set

¹*Guidelines on Preventing and Combating Fraud and Corruption in Projects Financed by International Bank for Reconstruction and Development Loans and the International Development Agency Credits and Grants*, dated October 15, 2006, and revised in January 2011 and July 2016, as they may be revised from time to time.

forth in the Bank's Sanctions Framework. This may include a public declaration of ineligibility, either indefinitely or for a stated period of time, (i) to be awarded or otherwise benefit from a Bank-financed contract, financially or in any other manner;² (ii) to be a nominated³ sub-contractor, consultant, manufacturer or supplier, or service provider of an otherwise eligible firm being awarded a Bank-financed contract; and (iii) to receive the proceeds of any loan made by the Bank or otherwise to participate further in the preparation or implementation of any Bank-financed project.

We understand that we may be declared ineligible as set out above upon:

- a. completion of World Bank Group sanctions proceedings according to its prevailing sanctions procedures;
- b. cross-debarment as agreed with other international financial institutions (including multilateral development banks);
- c. the application of a World Bank Group finding of non-responsibility on the basis of Fraud and Corruption in connection with World Bank Group corporate procurement; or
- d. temporary suspension or early temporary suspension in connection with an ongoing World Bank Group sanctions proceeding.

For avoidance of doubt, the foregoing effects of ineligibility do not extend to a sanctioned firm's or individual's execution of its ongoing Bank-financed contracts (or its ongoing sub-agreements under such contracts) that are not the subject of a material modification, as determined by the Bank.

We shall permit, and shall cause our sub-contractors, sub-consultants, agents (whether declared or not), personnel, consultants, service providers or suppliers, to permit the Bank to inspect⁴ all accounts, records, and other

² For the avoidance of doubt, a sanctioned party's ineligibility to be awarded a contract shall include, without limitation, (i) applying for pre-qualification, expressing interest in a consultancy, and bidding, either directly or as a nominated sub-contractor, nominated consultant, nominated manufacturer or supplier, or nominated service provider, in respect of such contract, and (ii) entering into an addendum or amendment introducing a material modification to any existing contract.

³ A nominated sub-contractor, nominated consultant, nominated manufacturer or supplier, or nominated service provider (different names are used depending on the particular bidding document) is one which has been: (i) included by the bidder in its pre-qualification application or bid because it brings specific and critical experience and know-how that allow the bidder to meet the qualification requirements for the particular bid; or (ii) appointed by the Borrower.

⁴ Inspections in this context are usually investigative (i.e., forensic) in nature: they involve fact-finding activities undertaken by the Bank or persons appointed by the Bank to address

documents relating to the procurement process and/or contract execution (in the case of award), and to have them audited by auditors appointed by the Bank.

We agree to preserve all accounts, records, and other documents (whether in hard copy or electronic format) related to the procurement and execution of the contract.

Name of the Bidder/Consultant: _____

Name of the person duly authorized to sign the Bid/Proposal on behalf of the Bidder/Consultant:

Title of the person signing the Letter: _____

specific matters related to investigations/audits, such as evaluating the veracity of an allegation of possible Fraud and Corruption, through the appropriate mechanisms. Such activity includes but is not limited to accessing and examining a firm's or individual's financial records and information, and making copies thereof as relevant; accessing and examining any other documents, data, and information (whether in hard copy or electronic format) deemed relevant for the investigation/audit, and making copies thereof as relevant; interviewing staff and other relevant individuals; performing physical inspections and site visits; and obtaining third-party verification of information.

PROCUREMENT PLAN Malawi : Malawi - Electricity Access Project

General Information
Country: Malawi **Bank's Approval Date of the Original Procurement Plan:** 2020-03-11
Project ID: P164331 **Revised Plan Date(s):** (comma delineated, leave blank) 2023-04-27
Project Name: Malawi - Electricity Access Project **GPN Date:** 2022-08-26
Loan / Credit No.: IDA / 64610
Executing Agency: ESCOM

Activity Reference No. / Description	Loan / Credit No.	Component	Review Type	Method	Market Approach	Procurement Process	Prequalification (Y/N)	High SEA/SH Risk	Procurement Document Type	Estimated Amount (US\$)	Actual Amount (US\$)	Process Status	Draft Pre-qualification Documents		Prequalification Evaluation Report		Draft Bidding Document / Justification		Specific Procurement Notice / Invitation		Bidding Documents Issued		Proposal Submission / Opening / Minutes		Bid Evaluation Report and Recommendation for Award		Signed Contract		Contract Completion
													Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual	

Activity Reference No. / Description	Loan / Credit No.	Component	Review Type	Method	Market Approach	Procurement Process	Prequalification (Y/N)	Estimated Amount (US\$)	Actual Amount (US\$)	Process Status	Draft Pre-qualification Documents		Prequalification Evaluation Report		Draft Bidding Document / Justification		Specific Procurement Notice / Invitation		Bidding Documents Issued		Proposal Submission / Opening / Minutes		Bid Evaluation Report and Recommendation for Award		Signed Contract		Contract Completion	
											Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual		Planned
MW-ESCOM-177617-GO-RFO / Procurement of Furniture and fittings	IDA / 64610	Grid Electrification	Post	Request for Quotations	Limited	Single Stage - One Envelope		16,000.00	13,957.21	Signed								2020-06-16	2021-01-08							2020-07-21	2021-01-27	2020-08-18
MW-ESCOM-177630-GO-RFO / Procurement of Communication and Information Technology Equipment	IDA / 64610	Grid Electrification	Post	Request for Quotations	Limited	Single Stage - One Envelope		28,000.00	48,482.58	Signed								2020-06-19	2020-06-25							2020-08-14	2021-02-04	2020-09-24
MW-ESCOM-196048-GO-RFB / Procurement of Poles	IDA / 64610	Grid Electrification	Prior	Request for Bids	Open - International	Single Stage - One Envelope		6,250,000.00	1,935,958.43	Signed					2020-10-20	2020-12-16	2020-10-25	2021-01-26			2020-12-06	2021-03-25	2021-01-05	2021-09-22	2021-02-09	2021-12-06	2021-07-09	
MW-ESCOM-196024-GO-RFB / Procurement of Prepaid Meters complete with Enclosures and Ready Boards	IDA / 64610	Grid Electrification	Prior	Request for Bids	Open - International	Single Stage - One Envelope		4,200,000.00	2,256,000.00	Signed					2020-10-20	2021-01-28	2020-10-25	2021-01-28			2020-12-06	2021-04-20	2021-01-05	2021-09-08	2021-02-09	2022-01-26	2021-07-09	
MW-ESCOM-196068-GO-RFB / Procurement of cables, Conductors and transformers	IDA / 64610	Grid Electrification	Prior	Request for Bids	Open - International	Single Stage - One Envelope		9,020,000.00	6,834,557.68	Signed					2020-10-20	2020-12-16	2020-10-25	2021-01-26			2020-12-06	2021-04-13	2021-01-05	2021-09-27	2021-02-09	2022-01-26	2021-07-09	
MW-ESCOM-196041-GO-RFO / Procurement of protective clothing	IDA / 64610	Technical Assistance and Capacity Building	Post	Request for Quotations	Limited	Single Stage - One Envelope		9,000.00	0.00	Canceled								2020-10-11	2020-12-03							2020-11-29		2021-01-13
MW-ESCOM-196053-GO-RFB / Procurement of distribution tools	IDA / 64610	Technical Assistance and Capacity Building	Post	Request for Bids	Open - National	Single Stage - One Envelope		280,000.00	0.00	Canceled					2020-10-20			2020-10-25			2020-12-06				2021-01-05	2021-02-09		2021-03-26
MW-ESCOM-196058-GO-RFB / Distribution Line Hardware	IDA / 64610	Grid Electrification	Post	Request for Bids	Open - International	Single Stage - One Envelope		1,800,000.00	0.00	Under Implementation					2021-09-15	2021-10-05	2021-09-20	2021-10-05			2021-11-01	2021-11-29	2021-12-01		2022-01-05		2022-07-04	
MW-ESCOM-260172-GO-RFB / Procurement of Distribution Tools	IDA / 64610	Grid Electrification	Post	Request for Bids	Open - National	Single Stage - One Envelope		280,000.00	0.00	Canceled					2021-11-15			2021-11-20			2021-12-18				2022-01-01	2022-01-29		2022-05-14
MW-ESCOM-329942-GO-RFO / Procurement of Furniture for Warehouse Staff	IDA / 64610	Grid Electrification	Post	Request for Quotations	Limited	Single Stage - One Envelope		6,200.00	0.00	Pending Implementation								2022-12-11								2023-01-05		2023-02-04
MW-ESCOM-329956-GO-RFO / Procurement of ICT Equipment for Warehouse Staff	IDA / 64610	Grid Electrification	Post	Request for Quotations	Limited	Single Stage - One Envelope		32,000.00	0.00	Pending Implementation								2022-12-11								2023-01-22		2023-02-21
MW-ESCOM-358664-GO-RFB / Supply and delivery of Prepayment Meters and Accessories	IDA / 64610	Grid Electrification	Prior	Request for Bids	Open - International	Single Stage - One Envelope		7,000,000.00	0.00	Pending Implementation					2023-05-04			2023-05-14			2023-06-25				2023-07-15	2023-08-30		2024-01-17
MW-ESCOM-358695-GO-RFB / Supply and delivery of Cables and Conductors	IDA / 64610	Grid Electrification	Prior	Request for Bids	Open - International	Single Stage - One Envelope		10,300,000.00	0.00	Pending Implementation					2023-05-05			2023-05-15			2023-06-28				2023-07-23	2023-09-07		2024-01-25
MW-ESCOM-358726-GO-RFB / Supply and delivery of Wooden Poles	IDA / 64610	Grid Electrification	Prior	Request for Bids	Open - International	Single Stage - One Envelope		7,360,000.00	0.00	Pending Implementation					2023-05-10			2023-05-15			2023-06-26				2023-07-16	2023-08-31		2024-01-18
MW-ESCOM-358683-GO-RFB / Supply and delivery of Distribution Line Hardware	IDA / 64610	Grid Electrification	Post	Request for Bids	Open - International	Single Stage - One Envelope		2,400,000.00	0.00	Pending Implementation					2023-05-04			2023-05-14			2023-06-27				2023-07-17	2023-08-30		2024-01-17
MW-ESCOM-358730-GO-RFB / Supply and delivery of Light Emitting Diode (LED) Bulbs	IDA / 64610	Grid Electrification	Post	Request for Bids	Open - International	Single Stage - One Envelope		1,260,000.00	0.00	Pending Implementation					2023-05-11			2023-05-21			2023-07-02				2023-07-22	2023-09-06		2024-01-24
MW-ESCOM-358734-GO-RFB / Supply and delivery of motor vehicles and Motorcycles	IDA / 64610	Grid Electrification	Post	Request for Bids	Open - National	Single Stage - One Envelope		954,000.00	0.00	Pending Implementation					2023-05-12			2023-05-22			2023-06-21				2023-07-11	2023-08-26		2024-01-13
MW-ESCOM-358745-GO-RFO / Supply and delivery of Personal Protective Equipment (PPE)	IDA / 64610	Grid Electrification	Post	Request for Quotations	Limited	Single Stage - One Envelope		87,000.00	0.00	Pending Implementation								2023-05-24							2023-07-19		2024-01-15	
MW-ESCOM-358741-GO-RFB / Supply and delivery of Information and Communications Technology (ICT) Equipment	IDA / 64610	Grid Electrification	Post	Request for Bids	Open - National	Single Stage - One Envelope		207,000.00	0.00	Pending Implementation					2023-05-15			2023-05-25			2023-06-29				2023-07-14	2023-08-07		2023-09-21
MW-ESCOM-358736-GO-RFO / Closed-Circuit Television (CCTV) for Warehouses	IDA / 64610	Grid Electrification	Post	Request for Quotations	Limited	Single Stage - One Envelope		40,000.00	0.00	Pending Implementation								2023-05-30							2023-07-25		2024-01-21	
MW-ESCOM-358718-GO-RFB / Distribution Transformers	IDA / 64610	Grid Electrification	Post	Request for Bids	Open - International	Single Stage - One Envelope		1,111,000.00	0.00	Pending Implementation					2023-05-08			2023-05-18			2023-06-29				2023-07-29	2023-09-13		2024-01-31
MW-ESCOM-358697-GO-RFB / Distribution Tools	IDA / 64610	Grid Electrification	Post	Request for Bids	Open - National	Single Stage - One Envelope		562,000.00	0.00	Pending Implementation					2023-05-16			2023-05-26			2023-06-25				2023-07-20	2023-09-04		2023-12-13

