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Raising red flag on banks' competitiveness

BY MISGANAW ASNAKE

The entry of foreign banks into Ethiopia is expected to impose fierce competition on local banks, pushing them to develop new products, adopt advanced technologies, and strengthen their operations, according to experts.

As Ethiopia opens its financial sector to foreign competitors, local banks will need to innovate and adapt to the new competitive landscape, which poses a significant challenge to the country's banking industry. Getachew Beshahwred, Founder and CEO of Bruh Finance, told *The Ethiopian Herald* that while the participation of foreign banks can be advantageous, it must be managed properly within Ethiopia's financial sector.

Getachew noted that this development could present opportunities for local banks if they collaborate with international counterparts. He emphasized that the Ethiopian financial



See *Raising red flag* ... page 3



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PUBLIC Government Communication Service

Gov't urges TPLF to respect board's decision

BY STAFF REPORTER

ADDIS ABABA - The Tigray People's Liberation Front (TPLF) ought to respect the decision made by the National Electoral Board of Ethiopia (NEBE) regarding its legal

See *Gov't urges* ... page 3

Uprooted voices: IDPs call for peace, unity at Nat'l Dialogue

BY BETELHEM BEDLU

Internally Displaced People (IDPs), forced to flee their homes due to conflict, are estimated to number 63.8 million globally, according to UNHCR. As some of the most vulnerable individuals in the world, IDPs are uprooted from their homes and livelihoods, often facing dangerous conditions and continued risks.

In the ongoing agenda gathering phase of the Ethiopian National Dialogue Commission (ENDC), held in Harari State and Dire Dawa City Administration, IDPs have been a significant focus of discussion.

Ziyad Abdela, displaced from Somali State six years ago and now residing in Harari, is participating in the dialogue. "We know what we have gone through due to instability.



Ziyad Abdela

There is nothing in this world better than having peace," he stated.

Ziyad, who has been living in temporary



Zajer Mohammed

shelter in Harari, emphasized that the community is the first to suffer from instability. "Resolving disagreements by sitting around a table should be the first



Semira Abdi

option. Nothing good comes from war." He called on all concerned parties, including political groups and the government, to

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Photo: Haddush Abercha

Youth to drive socio-economic dev't via digital innovation: MoWSA

BY ASHENAFI ANMUT

ADDIS ABABA - The Ministry of Women and Social Affairs (MoWSA) has called on Ethiopian youth to harness the power of digital technologies to accelerate the nation's socio-economic development.

This call was made during the 24th International Youth Day celebration, which was observed for the 21st time at the national level under the theme "From Clicks to Progress: Youth Digital Pathways for Sustainable Development."

The event brought together government officials, international representatives, and youth from across the capital.

In her address, MoWSA Minister Ergogie Tesfaye (PhD) highlighted the significant potential of young people to leverage digital tools to contribute to the country's development sectors. She pointed out that the government's recent "Five Million Coders" initiative has opened up vast opportunities for youth to engage in technology-driven

See *Youth to drive* ... page 3

Invitation for Bids (IFB)

Employer: Adama Science and Technology University
Project Name: Establishment of Centers of Excellence in Adama Science and Technology University
Contract Title: Supply, installation, and commissioning of research equipment for 5 CoEs including ERP, Construction and facility improvement, Capacity building and maintenance.
Country: Federal Democratic Republic of Ethiopia
Loan agreement No. and Title: EDCF-L/A-ETH-6
IFB No.: ASTU-EDCF/ETH 6-002-2024
Issued on: 12th August, 2024

1. The Government of Ethiopia (Here in after referred to as the "Borrower") has received (or in appropriate cases, "has applied for") a loan through the Export Import Bank of Korea (Here in after referred to as the "Bank") from the resources of the Economic Development Cooperation Fund (Here in after referred to as the "EDCF") of the Republic of Korea in an amount of Korean loan equivalent to USD 86 million towards the cost of Establishment of Centers of Excellence in Adama Science and Technology University (Here in after referred to as the "Project"), and intends to apply a portion of the proceeds of this loan to payments under the contract for which this invitation to bid is issued.
2. The Project Executing Agency now invites sealed bids from eligible bidders for Tender No. ASTU-EDCF/ETH-6-002-2024 on Procurement of Supply, installation, and commissioning of research equipment for 5 CoEs including ERP, Construction and facility improvement, Capacity building and maintenance as following work scope of which will be taken 45 months to complete.

Items	Description
Procurement R and D Equipment and Facilities	1) Supply Installation and Commissioning of R and D equipment and Facilities for CAME, CTVE, CMSE, CESE and IPS including furniture for Research lab.
	2) ERP Development and installation
Procurement Construction and Facilities Improvement	1) Construction and Structure Reinforcement
	2) Improvement of Mechanical facilities in CoEs
	3) Improvement of Power facilities
Procurement Capacity building and Maintenance	1) Invitational training
	2) Dispatch of Expert
	3) Maintenance Support

More detailed information of scope of works is described in Section VI. Work Requirements, Appendix I to IV

3. Bidding will be conducted through Competitive Bidding (CB) procedures specified in the Guideline for Procurement under EDCF Loans, and are open to all eligible bidders that meet the following minimum qualification criteria. The more details about qualification criteria are described in Section III Evaluation and Qualification Criteria.
 - (a) The Bidders and the other partners constituting the Bidders shall have the nationality of the Republic of Korea. The Bidder may form a Joint Venture or Association (JVA), which shall include at least Educational and/or research equipment suppliers, construction firm(s), Capacity Building firm(s) and ERP System firm (s).
 - (b) Single entity or each partner of JVA must meet the requirements that all pending litigations shall be treated as resolved against the Bidder and so shall in total not represent more than fifty percent (50%) of the net worth.
 - (c) Single entity or each partner of JVA must meet the requirements that average net worth for the last three years (2021, 2022, 2023) shall be positive (+).

- (d) The personnel in the key positions as specified in Section III. Evaluation and Qualification of the SBD;
 - (e) The key Construction Equipment and submit the Manufacturer's Authorization for the Research Equipment.
- (f) For educational and/or research equipment suppliers of single entity or partner(s) of JVA
- i. Bidder's Minimum average annual turnover for the last three [3] years from 2021 to 2023 shall be more than USD 50,000,000 (Fifty Million US Dollars). In case of JVA, the amount of average annual turnover shall be calculated by the shareholding ratio. (At least shareholding ratio of one partner who will take role of representative firm for educational and/or research equipment suppliers shall be over the 60% of the sum of shareholding ratio for all the equipment suppliers.)
 - ii. Bidders shall demonstrate access to, or availability of, financial resources such as liquid assets, unencumbered real assets, lines of credit, and other financial means, other than any contractual advance payments to meet the cash-flow requirement of USD 10,000,000 (Ten Million US Dollars). In case of JVA, the amount of financial resource shall be calculated by the shareholding ratio. (At least shareholding ratio of one partner who will take role of representative firm for educational and/or research equipment suppliers shall be over the 60% of the sum of shareholding ratio for all the equipment suppliers.)
 - iii. Bidders shall have at least one [1] educational and/or research equipment supplying contract as a main contractor in or outside the bidder's country within the last fifteen [15] years from the issuing date of IFB, with a value of US\$ 10,000,000 or more that was successfully completed. (At least one partner who will take role of representative firm for educational and/or research equipment suppliers must meet the requirement.)
- g) For Construction firms
- i. Minimum average annual turnover for the last three [3] years from 2021 to 2023 shall be more than USD 30,000,000 (Thirty Million US Dollars). In case of JVA, the amount of average annual turnover shall be calculated by the shareholding ratio. (At least shareholding ratio of one partner who will take role of representative firm for construction firms shall be over the 60% of the sum of shareholding ratio for all the construction firms.)
 - ii. Bidders shall demonstrate access to, or availability of, financial resources such as liquid assets, unencumbered real assets, lines of credit, and other financial means, other than any contractual advance payments to meet the cash-flow requirement of USD 4,000,000 (Four Million US Dollars). In case of JVA, the amount of financial resource shall be calculated by the shareholding ratio. (At least shareholding ratio of one partner who will take role of representative firm for construction firms shall be over the 60% of the sum of shareholding ratio for all the construction firms.)
 - iii. Bidders shall have at least one [1] general building construction contract as a main contractor in or outside the bidder's country within the last ten [10] years from the issuing date of IFB, with a value of US\$10,000,000 or more that was successfully completed. (At least one partner who will take role of representative firm for construction must meet the requirement.)
 - iv. Bidders shall have at least one [1] educational and/or research building construction contract as a main contractor in or outside the bidder's country within the last ten [10] years from the issuing date of IFB, with

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a value of US\$ 10,000,000 or more that was successfully completed. (At least one partner who will take role of representative firm for construction must meet the requirement.)

h) For Capacity Building firm (s)

i. Bidders shall have at least one [1] research and educational capacity building contract as a main contractor in or outside the bidder's country within the last ten [10] years from the issuing date of IFB, with a value of US\$ 2,000,000 or more that was successfully completed. (At least one partner who will take role of representative firm for capacity building must meet the requirement.)

i) For ERP System firm (s)

i. Bidders shall have at least one [1] ERP contract as a main contractor in or outside the bidder's country within the last ten [10] years from the issuing date of IFB, with a value of US\$ 500,000 or more that was successfully completed. (At least one partner who will take role of representative firm for ERP must meet the requirement.)

4. Interested eligible Bidders may obtain further information from Adama Science and Technology University and inspect the bidding documents at the address below from 09:00 to 17:00 Local Time between Monday and Friday except public holidays (Addis Ababa).

5. A complete set of bidding documents may be purchased by any interested Bidders on the submission of a written application to the address below and upon payment of a nonrefundable fee of USD 400 (Four hundred US dollars) or an equivalent amount in the Ethiopian. The method of payment will be either made in cash or remitted to a bank account below.

- **Account Name:** Adama Science and Technology University
- **Bank Name:** Commercial Bank of Ethiopia (CBE)
- **Bank Account number:** 1000013948268
- **Swift Code:** CBETETAA

- **Currency:** ETB and US Dollars (USD) respectively,
6. The set of bidding documents will be collected at the address below or sent by registered airmail. Under any circumstance ASTU will not be responsible for late delivery or loss the documents so mailed. Interested parties who purchase bidding document and register contact point including name, fax, email to the employer shall be considered as a prospective bidders. Only prospective bidders can participate in the bid and be informed of any amendment of the bidding documents if any.
7. Bids must be delivered to the address below at or before 10:30 AM until 12th September, 2024. All bids must be accompanied by a bid security of USD 1,700,000 (One Million Seven Hundred Thousand US Dollars) or equivalent value of Ethiopian Birr and Bid security must be counter guaranteed by Ethiopian reputable banks. Late bids shall be rejected. Bids will be opened in the presence of the Bidder's representatives who choose to attend at the address below at 11:00 AM local time (Addis Ababa) on 12th September, 2024 at Adama Science and Technology University, Building No: Block 108, 1st Floor, Room name: STI Meeting Hall.
8. The Adama Science and Technology University will not be responsible for any costs or expenses incurred by bidders in connection with the preparation or delivery of bids. The Address referred above is stated below:

Mr. Kuma Waktola

Procurement and Property Administration Directorate

Adama Science and Technology University

Building number: Block 106, Room number: Room 04

Adama City, Oromia Region, Ethiopia

Telephone: (251) 222110090

Email: naha@astu.edu.et

P.O Box 1888, Adama, Ethiopia

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