



# WORLD TRADE CENTER<sup>®</sup> DELAWARE

These pages contain brief information on opportunities that could offer exciting possibilities for U.S. companies in a variety of industry sectors.

Further information on these partnership opportunities can be obtained by contacting Carla Stone at (302) 656-7905, or by email at [cstone@wtcde.com](mailto:cstone@wtcde.com).

## MARCH 2024 LEADS

### AUTOMOTIVE & SMART MOBILITY

- **EL SALVADOR: U.S. supplier of City Tour Buses with open roofs**
  - The U.S. Commercial Service in El Salvador has been contacted by *Linea Ejecutiva* in San Salvador. They are seeking a U.S. supplier of City Tour Buses with open roofs, preferably with chassis OF 1730. The request is for a direct purchase. For additional information about this trade opportunity, please contact [Daniel.Portilla@trade.gov](mailto:Daniel.Portilla@trade.gov).
- **NIGERIA: Seeking U.S. suppliers of spare parts, used cars and engine oil for resale purpose**
  - The U.S. Commercial Service in Nigeria has been contacted by ETS Jinga in Yaounde, Nigeria to seek U.S. suppliers of spare parts, used cars and engine oil for resale purpose. For more information, please contact [Chamberlain.Eke@trade.gov](mailto:Chamberlain.Eke@trade.gov).
- **MEXICO: Charging stations in Jalisco**
  - The U.S. Commercial Service in Mexico has been contacted by a Charge Point Operator seeking U.S. EVs suppliers and partners to build charging stations in Jalisco. As a USMCA partner, Mexico presents promising opportunities for developing charging stations. For more information, please contact [Monica.Martinez@trade.gov](mailto:Monica.Martinez@trade.gov).
- **BRAZIL: Opportunity for 3,000 Tons of TR-45 Rails from Brazilian Urban Train Company**
  - The U.S. Commercial Service Brazil has been contacted by the Brazilian Urban Train Company in Brasilia, Brazil for U.S. suppliers of 3,000 tons of TR-45 rails. For more information, please contact [Fabiola.Rios@trade.gov](mailto:Fabiola.Rios@trade.gov).

- **EBRD: Public Tenders for Low-Floor Trolley Buses, Spare Parts, and Diagnostic Equipment**
  - The European Bank for Reconstruction and Development (EBRD) has public tenders for supply of low-floor trolley buses, spare parts and diagnostic equipment. For more information, please contact [Dennis.Simmons@trade.gov](mailto:Dennis.Simmons@trade.gov) & [Chrystal.Denys@trade.gov](mailto:Chrystal.Denys@trade.gov).
- **Public Tenders in Automotive and Transportation Industries by World Bank, UNDP, and More!**
  - The World Bank and United Nations Development Program, among other international entities, have public tenders related to the automotive and transportation industries. For more information please contact [Barbara.White@trade.gov](mailto:Barbara.White@trade.gov) & [Susan.Hettleman@trade.gov](mailto:Susan.Hettleman@trade.gov) and review the following links:
    - [EBRD RFPs](#)
    - [UNICEF & UNDP RFPs](#)
    - [USAID RFPs](#)
  - [Reach out to us](#) to learn about other trade leads, global business opportunities and international RFPs in multiple markets.

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## **ENVIRONMENTAL TECHNOLOGIES**

- **EL SALVADOR: Program for Strengthening the Water and Sanitation Sector in El Salvador**
  - El Salvador's Administración Nacional de Acueductos y Alcantarillados (ANDA) has received financing from the Inter-American Development Bank (IDB) to fund the cost of the "Program for Strengthening the Water and Sanitation Sector in El Salvador" up to USD\$870,000.
  - Acquisition of Test Stations for Macrometers and Micrometers, Project ID ES-L1152: <https://www.iadb.org/en/whats-our-impact/ES-L1152>
  - Lic. Sara Guadalupe Chávez de Portillo, Public Procurement Unit Manager, [contrataciones.cp5577@anda.gob.sv](mailto:contrataciones.cp5577@anda.gob.sv) / [licitaciones@anda.gob.sv](mailto:licitaciones@anda.gob.sv) / [ucp.central@anda.gob.sv](mailto:ucp.central@anda.gob.sv)
  - Questions? Contact [daniela.portillo@trade.gov](mailto:daniela.portillo@trade.gov)
- **FIJI: Water Loss Reduction and Management for the Suva Nausori Water Supply System**

- The Government of Fiji has received financing from the Asian Development Bank (ADB) (with co-financing from European Investment Bank (EIB) ) toward the cost of Urban Water Supply and Wastewater Management and Investment Program (Tranche 1).
  - The Water Authority of Fiji invites bids from eligible Bidders for the operation and maintenance, and Minor Works of Water Loss Reduction and Management for the Suva Nausori Water Supply System. The cost estimate of this package in the project procurement plan is USD\$25M.
  - For more information please refer to the contact in the IFB.
  - Tender Notice: <https://www.adb.org/sites/default/files/tenders/fij3512-g0531-wlrms-121-rev.pdf>
  - Questions? Contact [Losana.Mavaeao@trade.gov](mailto:Losana.Mavaeao@trade.gov)
- **GEORGIA: The First Waste Treatment Plant**
    - The European Bank for Reconstruction and Development released a General Procurement Notice (GPN) for a Waste Treatment project in the country of Georgia.
    - The Tbilservice Group Ltd. intends to set up the first waste treatment plant in Tbilisi, Georgia. The proposed plant shall consist of a material recovery facility and mechanical-biological treatment.
    - The project has an estimated total value of EUR 26,000,000.
    - Link to General Procurement Notice: <https://ecepp.ebrd.com/delta/viewNotice.html?displayNoticeId=30492075>
    - EBRD Client Contact Information: David Bodokia, Tbilservice Group LLC, +995 32 2 619050, [dbodokia@gmail.com](mailto:dbodokia@gmail.com)
    - Questions?Contact [Chrystal.Denys@trade.gov](mailto:Chrystal.Denys@trade.gov) and [Dennis.Simmons@trade.gov](mailto:Dennis.Simmons@trade.gov)
- **KOSOVO: Pre- Tender Announcement for EBRD Financing of €20M Waste Water Treatment Plant**
    - The European Bank for Reconstruction and Development (EBRD) will provide a sovereign loan of up to EUR 20million to the state-owned utility company Regional Water Company Bifurkacioni in Kosovo. The financing will be used for the construction of a new wastewater treatment plant and improvements of the sewerage system in the city of Ferizaj and the surrounding areas.
    - More information about the project can be found in this press release: [www.ebrd.com/news/2023/ebrd-helps-improve-wastewater-management-in-kosovo.html](http://www.ebrd.com/news/2023/ebrd-helps-improve-wastewater-management-in-kosovo.html)
    - The Project Summary Document (PSD) for this project can be found here: [www.ebrd.com/work-with-us/projects/psd/54538.html](http://www.ebrd.com/work-with-us/projects/psd/54538.html)
    - *This project is in its pre-tender stage, so an excellent time for interested U.S. companies to review for potential interest and opportunity.*
    - Questions?Contact [Chrystal.Denys@trade.gov](mailto:Chrystal.Denys@trade.gov) and [Dennis.Simmons@trade.gov](mailto:Dennis.Simmons@trade.gov)

- **MOROCCO: Water Infrastructure Project to Improve Drinking Water & Upgrade Existing Waste Water Treatment Plants**
  - European Bank for Reconstruction and Development (EBRD) sovereign loan of up to EUR 12 million (MAD 130 million) to the Guelmim-Oued Noun Region of Morocco to finance investments aimed to improve drinking water supply for households in rural areas and to upgrade four existing Waste Water Treatment Plants, enabling the reuse of treated water for watering green spaces in the region.
  - In addition to the financing above, a Technical Cooperation package totaling EUR 1,650,000 will be provided. This will include dedicated support to the Region on implementation and monitoring to ensure effective project implementation as well as the development of a Green Cities Action Plan, which will include a gender and inclusion assessment.
  - Project Summary Document: [www.ebrd.com/work-with-us/projects/psd/54158.html](http://www.ebrd.com/work-with-us/projects/psd/54158.html)
  - Borrower Contact: Omar ABELADIM, [abeladim.omar@gmail.com](mailto:abeladim.omar@gmail.com), +212 52 87 70 113
  - Questions? Contact [Chrystal.Denys@trade.gov](mailto:Chrystal.Denys@trade.gov) and [Dennis.Simmons@trade.gov](mailto:Dennis.Simmons@trade.gov)
  
- **MEXICO: Wastewater Treatment Plant for Food & Dairy Company in Northern Mexico**
  - Design and /or construction of a wastewater treatment plant with treatment capacity of 45 liters per second, client is in the city of Durango, State of Durango.
  - The wastewater project aims to eliminate organic waste specifically with a biological oxygen demand (BOD) of 3,000 mg/L, chemical oxygen demand (COD) OF 30,000 MG/L and total suspended solids (TSS) of 9,000 mg/L but also to recover for reuse and utilize gas generation as an energy source.
  - Contact Jorge Mojica, General Manager, Diseno y Construcciones Tecnologicas (DICTSA) [jormojican@gmail.com](mailto:jormojican@gmail.com) or reach out to CS Mexico City contacts: Diana Leon, Construction Specialist, [diana.leon@trade.gov](mailto:diana.leon@trade.gov) or Francisco Ceron, Water Trade Specialist, [francisco.ceron@trade.gov](mailto:francisco.ceron@trade.gov)
  
- **UKRAINE: Pre- Tender Announcement for EBRD Financing of 10M Aging Water Supply and Treatment Infrastructure**
  - The European Bank for Reconstruction and Development (EBRD) will provide a loan of up to EUR 10million to the city of Mykolayiv, Ukraine (Communal Enterprise Mykolayivvodokanal) to rehabilitate its aging water supply and treatment infrastructure.
  - The overall project cost is EUR 33million and involves EBRD financing, grants, and local contributions. The proceeds of the loan and grant funds will finance
    - (i) rebuilding of preliminary treatment unit at Dnipro water intake, including installation of new microfilters,

- (ii) replacement of rotating screens at the Dnipro water intake preliminary treatment unit,
- (iii) renovation of pumping station 1, including building repairs, replacement of pumps and control equipment and
- (iv) replacement of priority steel pipelines within the water distribution network.
- The local co-financing will cover:
  - (i) renovation of pumping station 0, including building repairs, replacement of pumps and control equipment and
  - (ii) renovation of electrical transformer substation.
- The Project Summary Document (PSD) for this project can be found here: [www.ebrd.com/work-with-us/projects/psd/54575.html](http://www.ebrd.com/work-with-us/projects/psd/54575.html)
- *This project is in its pre-tender stage, so an excellent time for interested U.S. companies to review for potential interest and opportunity.*
- Questions? Contact [Chrystal.Denys@trade.gov](mailto:Chrystal.Denys@trade.gov) and [Dennis.Simmons@trade.gov](mailto:Dennis.Simmons@trade.gov)

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## **HEALTHCARE AND HEALTH TECH**

Please note that only U.S. Companies with products and services that have at least 51% U.S. content are eligible for the U.S. Commercial Service's assistance with these trade leads.

- **URUGUAY: Seeking U.S. Partners: Opportunities in Biological Drug Manufacturing Labs**
  1. U.S. biological drug manufacturing laboratories.
  2. Manufacturers of new C-Arm machines
  3. Anesthesia machines approved by the FDA.
- **THAILAND: Opportunity Alert: U.S. Suppliers Wanted for Vitamin C, Collagen, and Astaxanthin**
  1. Epinephrine Auto-Injectors
  2. U.S. suppliers of the following:
    - Vitamin C
    - Collagen dipeptide/tripeptide
    - Astaxanthin
- **EL SALVADOR: Calling Suppliers: Short Stretch Bandages and Compression Wear Needed - Various Sizes and Compressions**

Knee high compression stockings, short stretch bandage, and compression wear with compressions from 15-23 mmHg, 20-30 mmHg and 30-40 mmHg, skin color and variable colors.

Short Stretch Bandage size 8 CM X 5M (STRETCHED)

To learn more about the trade leads above, please email trade leads team: [Tony Michalski](#); [Taylor Little](#)

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## **GLOBAL ENERGY**

- **[BAHAMAS: 100MW of Renewable Energy Generation in the Country's Capital City Island New Providence](#)**
- **[SURINAME: Expansion of Transmission and Distribution System Project](#)**
- **[INDIA: EPCC Contract of Topside Facilities for Third Berth \(Jetty\) at Dahej LNG Terminal](#)**
- **[KOSOVO: Pipeline of Renewable Energy Investments 2023-2025](#)**
- **[SOUTH AFRICA: 1800MW of Solar PV and 3200MW of on-Shore Wind and 615MW battery energy storage capacity and Ancillary Services](#)**
- **[UKRAINE: Development of Oil and Gas Fields in the West and East of Ukraine](#)**

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## **DESIGN AND CONSTRUCTION**

- **KENYA: RFP for a Feasibility Study on Design and Implementation of Modern Shipyard via PPP Model**
  - Kenya intends to develop a state-of-the-art shipyard facility to cater for the increasing demand of shipbuilding and repair services within the country and beyond. In pursuit of this goal, Kenya issued an RFP for a qualified consultancy firm to provide expertise in planning, designing, and implementing the shipyard project using a Public-Private Partnership (PPP) financing model. The main objective of the assignment is the provision of consultancy services for feasibility study on the development and operations of a modern shipyard in two port cities. See link to tender here. Direct questions to [Mary.Masyuko@trade.gov](mailto:Mary.Masyuko@trade.gov)
- **MEXICO: Wastewater Treatment Plant for Food & Dairy Company in Northern Mexico**

- Design and/or construction of a wastewater treatment plant with treatment capacity of 45 liters per second, client is in the city of Durango, State of Durango.
  - The wastewater project aims to eliminate organic waste specifically with a biological oxygen demand (BOD) of 3,000 mg/L, chemical oxygen demand (COD) of 30,000 mg/L and total suspended solids (TSS) of 9,000 mg/L but also to recover for reuse and utilize gas generation as an energy source.
  - Contact Jorge Mojica, General Manager, Diseno y Construcciones Tecnologicas (DICTSA) [jormojican@gmail.com](mailto:jormojican@gmail.com) or reach out to CS Mexico City contacts: Diana Leon, Construction Specialist, [diana.leon@trade.gov](mailto:diana.leon@trade.gov) or Francisco Ceron, Water Trade Specialist, [francisco.ceron@trade.gov](mailto:francisco.ceron@trade.gov)
- **MOZAMBIQUE: MCC Opportunity to Support New Bridge Construction in Northern Mozambique**
    - The Millenium Challenge Corporation (MCC) announced tender requests to support the development of a Connectivity and Rural Transport Project (CTR) which will enhance the quality and climate resilience of major routes in Zambezia, Northern Mozambique. A major focus on the CTR project will be the construction of a new 1.8km long bridge and a 16km bypass to link the bridge to the national route. For more information on these specific tender announcements, please access the following [Market Intelligence Report: Mozambique Infrastructure MCC Opportunities to Support New Bridge Construction in Northern Mozambique.\(trade.gov\)](#). U.S. businesses that can offer consulting services in engineering, design review and construction monitoring for the development of Licungo Bridge and are interested in submitting a proposal or information should contact: [mcamocambiquepa@dt-global.com](mailto:mcamocambiquepa@dt-global.com)
- **Airport Infrastructure Opportunities:**
    - We are beginning to see more projects surfacing airport infrastructure, inclusive but certainly not limited to EPC, Design, Remodeling, Air Traffic / lighting / ground / security / baggage systems, ground equipment technologies. If you have expertise in these areas, I invite you to contact us at [jasmine.braswell@trade.gov](mailto:jasmine.braswell@trade.gov) so we can share these opportunities as they arise.

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## **INFORMATION TECHNOLOGY / TELECOMMUNICATIONS**

- **BOTSWANA: Call for Proposals: Botswana Digital Infrastructure Expansion Feasibility Study**



- The Botswana Fibre Networks Proprietary Limited (the “Grantee” or “BoFiNet”) invites submission of qualifications and proposal data (collectively referred to as the “Proposal”) from interested U.S. firms that are qualified on the basis of experience and capability to execute a feasibility study for the expansion of the Grantee’s digital infrastructure throughout Botswana in order to reach the country’s most rural and hard-to-reach communities (the “Project”). The Proposal submission deadline is March 29, 2024 at 7 a.m. ET/ 2 p.m. Central African Time. The U.S. firm selected will be paid in U.S. dollars from a \$1,041,000 grant to BoFiNet from the U.S. Trade and Development Agency. [Request RFP](#).

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## **FEBRUARY 2024 LEADS**

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  - Lic. Sara Guadalupe Chávez de Portillo, Public Procurement Unit Manager, [contrataciones.cp5577@anda.gob.sv](mailto:contrataciones.cp5577@anda.gob.sv) / [licitaciones@anda.gob.sv](mailto:licitaciones@anda.gob.sv) / [ucp.central@anda.gob.sv](mailto:ucp.central@anda.gob.sv)
  - Questions? Contact [daniela.portillo@trade.gov](mailto:daniela.portillo@trade.gov)
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  - The Water Authority of Fiji invites bids from eligible Bidders for the operation and maintenance, and Minor Works of Water Loss Reduction and Management for the Suva Nausori Water Supply System. The cost estimate of this package in the project procurement plan is USD \$25M.
  - For more information please refer to the contact in the IFB.



- Tender Notice: <https://www.adb.org/sites/default/files/tenders/fij3512-g0531-wlrms-121-rev.pdf>
  - Questions? Contact [Losana.Mavaeao@trade.gov](mailto:Losana.Mavaeao@trade.gov)
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    - Borrower Contact: Omar ABELADIM, [abeladim.omar@gmail.com](mailto:abeladim.omar@gmail.com), +212 52 87 70 113, Conseil Régional de Guelmim Oued Noun Avenue Mohamed VI Guelmim Morocco
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    - The overall project cost is EUR 33 million and involves EBRD financing, grants, and local contributions. The proceeds of the loan and grant funds will finance.
      - (i) rebuilding of preliminary treatment unit at Dnipro water intake, including installation of new microfilters,
      - (ii) replacement of rotating screens at the Dnipro water intake preliminary treatment unit,
      - (iii) renovation of pumping station 1, including building repairs, replacement of pumps and control equipment and
      - (iv) replacement of priority steel pipelines within the water distribution network.
    - The local co-financing will cover:
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## **ENERGY**

- **BAHAMAS:** [BAHAMAS: 100MW of Renewable Energy Generation in the Country's Capital City Island New Providence](#)
- **MALTA:** [MALTA: Back-up Power Supply 2024](#)
- **KOSOVO:** [KOSOVO: Pipeline of Renewable Energy Investments 2023-2025](#)
- **UKRAINE:** [UKRAINE: Development of Oil and Gas Fields in the West and East of Ukraine](#)

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## **AUTOMOTIVE & SMART MOBILITY**

- **NIGERIA: Seeking U.S. Suppliers for Spare Parts, Used Car, and Engine Oil in Nigeria**  
The U.S. Commercial Service in Nigeria has been contacted by ETS Jinga in Yaounde, Nigeria to seek U.S. suppliers of spare parts, used car and engine oil for resale purpose. For more information, please contact [Chamberlain.Eke@trade.gov](mailto:Chamberlain.Eke@trade.gov).
- **MEXICO: Seeking U.S. EV Suppliers for Charging Stations in Jalisco, Mexico**  
The U.S. Commercial Service in Mexico has been contacted by a Charge Point Operator seeking U.S. EVs suppliers and partners to build charging stations in Jalisco. As a USMCA partner, Mexico presents promising opportunities for developing charging stations. For more information, please contact [Monica.Martinez@trade.gov](mailto:Monica.Martinez@trade.gov).
- **BRAZIL: Seeking U.S. Suppliers: 3,000 Tons of TR-45 Rails for Brazilian Urban Train Company**  
The U.S. Commercial Service in Brazil has been contacted by the Brazilian Urban Train Company in Brasilia, Brazil for U.S. suppliers of 3,000 tons of TR-45 rails. For more information, please contact [Fabiola.Rios@trade.gov](mailto:Fabiola.Rios@trade.gov).
- **EBRD TENDERS: Supply Low-Floor Trolley Buses & Spare Parts for EBRD Tenders**  
The European Bank for Reconstruction and Development (EBRD) has public tenders for supply of low-floor trolley buses, spare parts and diagnostic equipment. For more information, please contact [Dennis.Simmons@trade.gov](mailto:Dennis.Simmons@trade.gov) & [Chrystal.Denys@trade.gov](mailto:Chrystal.Denys@trade.gov).
- **WORLD BANK, UNDP AND MORE: Public Tenders in Automotive & Transportation Industries by World Bank, UNDP, and More**  
The World Bank and United Nations Development Program, among other international entities, have public tenders related to the automotive and transportation industries. For more information please contact [Barbara.White@trade.gov](mailto:Barbara.White@trade.gov) & [Susan.Hettleman@trade.gov](mailto:Susan.Hettleman@trade.gov) and review the following links:
  - [EBRD RFPs](#)
  - [UNICEF & UNDP RFPs](#)

- [USAID RFPs](#)

[Reach out to us](#) to learn about other trade leads, global business opportunities and international RFPs in multiple markets.

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### **HEALTHCARE AND HEALTH TECH**

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- **GUYANA: Seeking Suppliers for Comprehensive Rehabilitation Services and Prosthetic Products for Children and Individuals with Disabilities**

Seeking an organization which provides comprehensive rehabilitation services for children with physical/development disabilities and persons with hearing loss and amputation requesting multiple products and supplies related to prosthetics.

- **URUGUAY: Request: Manufacturers of New FDA-Approved C-Arm and Anesthesia Machines**

Manufacturers of new C-Arm machines. Anesthesia machines approved by the FDA.

- **THAILAND: Neonatal Ventilator Suppliers Needed**

Ventilators, especially Neonatal Ventilators.

To learn more about the trade leads above, please email our trade leads team: [Tony Michalski](#); [Taylor Little](#)

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### **CONSTRUCTION**

- **NORTH AMERICA: Invitation to Bid: Renovation and Addition Project - African Cultural Alliance of North America (ACANA), Prevailing Wage Labor Project**

\*This project is open to all to all bidding MBE, WBE, DBE and DSBE companies.

All base proposal pricing shall be based on the Contract Documents. You can submit value engineering suggestions and/or product alternatives with your bid proposal. Value engineering solutions shall be provided in the form of deduct alternates to the base bid proposal.

If you desire to submit additional information above and beyond the scope of this RFP, please address such literature under separate cover/email to Columbus Construction LLC. Additional information must be received before the submission deadline.

Columbus construction LLC will not reimburse any cost incurred in preparing or delivering proposal or for the cost incurred in preparing for any subsequent presentation. Information supplied in response to this Request for Proposal become the property of Columbus Construction LLC and will not be returned.

Following is the link for drawing:

[http://drive.google.com/drive/folders/1OqTr007tTPqgrfbXsk61F\\_6fu9qPld4?usp=sharing](http://drive.google.com/drive/folders/1OqTr007tTPqgrfbXsk61F_6fu9qPld4?usp=sharing)

**Please email all correspondence to:**

Michael McCloskey: [mmccloskey@columbusconstructionllc.com](mailto:mmccloskey@columbusconstructionllc.com)

Chetan Phandis: [cphandis@columbusconstructionllc.com](mailto:cphandis@columbusconstructionllc.com)

**\*Bids are due back as soon as possible.**

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## **JANUARY 2024 LEADS**

### **AUTOMOTIVE & SMART MOBILITY**

- **BRAZIL: CBTU Public Bid**  
[Brazilian Urban Train Company](#). (CBTU) has made public a bid for acquisition of 3,000 tons of TR-45 rails. For more information, please contact [Fabiola.Rios@trade.gov](mailto:Fabiola.Rios@trade.gov).
- **MEXICO: Charge Point Operator in Mexico Seeks U.S. EV Suppliers and Partners for Charging Stations in Jalisco**  
The U.S. Commercial Service in Mexico has been contacted by a Charge Point Operator seeking U.S. EVs suppliers and partners to build charging stations in Jalisco. As a USMCA partner, Mexico presents promising opportunities for developing charging stations. For more information, please contact [Monica.Martinez@trade.gov](mailto:Monica.Martinez@trade.gov).
- **COLOMBIA: Supply Railway Equipment for Bogota-Belencito Corridor Project**  
The U.S. Commercial Service in Colombia has been contacted by Findeter, a local development bank, to find a U.S. company that may supply the following railway equipment for the [Bogota- Belencito corridor](#):
  - C21 locomotives

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Phone 302-656-7905 • [www.wtcde.com](http://www.wtcde.com)

- GE U10B locomotives
- GE U18 locomotives
- Side discharge hoppers
- Twist lock platforms
- Ballast hoppers with bottom discharge

For more information, please contact [Stephanie Delgado](#).

- **RUSSIA, UKRAINE & EURASIA: Procurement Opportunities from European Bank for Reconstruction and Development**

The U.S. Commercial Service Office for Russia, Ukraine & Eurasia would like to call your attention to recently published procurement opportunities from European Bank for Reconstruction and Development

([Dennis.Simmons@trade.gov](mailto:Dennis.Simmons@trade.gov) & [Chrystal.Denys@trade.gov](mailto:Chrystal.Denys@trade.gov)), World Bank

([Barbara.White@trade.gov](mailto:Barbara.White@trade.gov)) and United Nations Development Program

([Susan.Hettleman@trade.gov](mailto:Susan.Hettleman@trade.gov)), among others. For more information please review the following links:

- [EBRD RFPs](#)
- [UNICEF & UNDP RFPs](#)
- [USAID RFPs](#)

[Reach out to us](#) to learn about other trade leads, global business opportunities and international RFPs in multiple markets.

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## **ENVIRONMENTAL TECHNOLOGIES**

- **KOSOVO: EBRD Announces EUR 20 Million Loan for Wastewater Treatment Plant**

- The European Bank for Reconstruction and Development (EBRD) will provide a sovereign loan of up to EUR 20million to the state-owned utility company Regional Water Company Bifurkacioni in Kosovo. The financing will be used for the construction of a new wastewater treatment plant and improvements of the sewerage system in the city of Ferizaj and the surrounding areas.

- More information about the project can be found in this press release: [www.ebrd.com/news/2023/ebrd-helps-improve-wastewater-management-in-kosovo.html](http://www.ebrd.com/news/2023/ebrd-helps-improve-wastewater-management-in-kosovo.html)

- The Project Summary Document (PSD) for this project can be found here: [www.ebrd.com/work-with-us/projects/psd/54538.html](http://www.ebrd.com/work-with-us/projects/psd/54538.html)

- *This project is in its pre-tender stage, so an excellent time for interested U.S. companies to review for potential interest and opportunity.*

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- Questions? Contact [Chrystal.Denys@trade.gov](mailto:Chrystal.Denys@trade.gov) and [Dennis.Simmons@trade.gov](mailto:Dennis.Simmons@trade.gov)
- **MOROCCO: Water Infrastructure Project to Improve Drinking Water & Upgrade Existing Waste Water Treatment Plants**
  - European Bank for Reconstruction and Development (EBRD) sovereign loan of up to EUR 12 million (MAD 130 million) to the Guelmim-Oued Noun Region of Morocco to finance investments aimed to improve drinking water supply for households in rural areas and to upgrade four existing Waste Water Treatment Plants, enabling the reuse of treated water for watering green spaces in the region.
  - In addition to the financing above, a Technical Cooperation package totaling EUR 1,650,000 will be provided. This will include dedicated support to the Region on implementation and monitoring to ensure effective project implementation as well as the development of a Green Cities Action Plan, which will include a gender and inclusion assessment.
  - **Project Summary Document:** [www.ebrd.com/work-with-us/projects/psd/54158.html](http://www.ebrd.com/work-with-us/projects/psd/54158.html)
  - **Borrower Contact:** Omar ABELADIM, [abeladim.omar@gmail.com](mailto:abeladim.omar@gmail.com), +212 52 87 70 113, Conseil Régional de Guelmim Oued Noun Avenue Mohamed VI Guelmim Morocco
  - Questions? Contact [Chrystal.Denys@trade.gov](mailto:Chrystal.Denys@trade.gov) and [Dennis.Simmons@trade.gov](mailto:Dennis.Simmons@trade.gov)
- **MEXICO: Wastewater Treatment Plant for Food & Dairy Company in Northern Mexico**
  - Design and /or construction of a wastewater treatment plant with treatment capacity of 45 liters per second, client is in the city of Durango, State of Durango.
  - The wastewater project aims to eliminate organic waste specifically with a biological oxygen demand (BOD) of 3,000 mg/L, chemical oxygen demand (COD) OF 30,000 MG/L and total suspended solids (TSS) of 9,000 mg/L but also to recover for reuse and utilize gas generation as an energy source.
  - Contact Jorge Mojica, General Manager, Diseno y Construcciones Tecnologicas (DICTSA) [jormojican@gmail.com](mailto:jormojican@gmail.com) or reach out to CS Mexico City contacts: Diana Leon, Construction Specialist, [diana.leon@trade.gov](mailto:diana.leon@trade.gov) or Francisco Ceron, Water Trade Specialist, [francisco.ceron@trade.gov](mailto:francisco.ceron@trade.gov)
- **UKRAINE: Pre-Tender Announcement for EBRD Financing of €10M Aging Water Supply and Treatment Infrastructure**
  - The European Bank for Reconstruction and Development (EBRD) will provide a loan of up to EUR 10million to the city of Mykolayiv, Ukraine (Communal Enterprise
  - Mykolayivvodokanal) to rehabilitate its aging water supply and treatment infrastructure.



- The overall project cost is EUR 33million and involves EBRD financing, grants, and local contributions. The proceeds of the loan and grant funds will finance
  - (i) rebuilding of preliminary treatment unit at Dnipro water intake, including installation of new microfilters,
  - (ii) replacement of rotating screens at the Dnipro water intake preliminary treatment unit,
  - (iii) renovation of pumping station 1, including building repairs, replacement of pumps and control equipment and
  - (iv) replacement of priority steel pipelines within the water distribution network.
- The local co-financing will cover:
  - (i) renovation of pumping station 0, including building repairs, replacement of pumps and control equipment and
  - (ii) renovation of electrical transformer substation.
- The Project Summary Document (PSD) for this project can be found here: [www.ebrd.com/work-with-us/projects/psd/54575.html](http://www.ebrd.com/work-with-us/projects/psd/54575.html)
- *This project is in its pre-tender stage, so an excellent time for interested U.S. companies to review for potential interest and opportunity.*
- Questions? Contact [Chrystal.Denys@trade.gov](mailto:Chrystal.Denys@trade.gov) and [Dennis.Simmons@trade.gov](mailto:Dennis.Simmons@trade.gov)

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## **GLOBAL ENERGY**

- **TRINIDAD & TOBAGO:** [T&T: Procurement of U.S. Control Valves, Switchgears, Transformers, Steam Generators](#)
- **NORTH MACEDONIA:** [NORTH MACEDONIA: North Macedonia to Build a Gas Interconnector with Greece](#)
- **COLOMBIA:** [COLOMBIA: Offshore Wind Development Projects](#)
- **UKRAINE:** [UKRAINE: Development of Oil and Gas Fields in the West and East of Ukraine](#)

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## **DECEMBER 2023 LEADS**

### **AUTOMOTIVE & SMART MOBILITY**

- **MEXICO: Exploring Partnership Opportunities: U.S. EV Suppliers and Partners Sought for Charging Stations in Jalisco, Mexico**

The U.S. Commercial Service in Mexico has been contacted by a Charge Point Operator seeking U.S. EVs suppliers and partners to build charging stations in

Jalisco. As a USMCA partner, Mexico presents promising opportunities for developing charging stations. For more information, please contact [Monica.Martinez@trade.gov](mailto:Monica.Martinez@trade.gov).

- **COLOMBIA: Business Opportunity Alert: U.S. Company Sought for Supplying Railway Equipment**

The U.S. Commercial Service in Colombia has been contacted by Findeter, a local development bank, to find a U.S. company that may supply the following railway equipment for the [Bogota- Belencito corridor](#):

- C21 locomotives
- GE U10B locomotives
- GE U18 locomotives
- Side discharge hoppers
- Twist lock platforms
- Ballast hoppers with bottom discharge

For more information, please contact [Stephanie Delgado](#).

- **RUSSIA, UKRAINE & EUROSIA: Unlocking Opportunities: Procurement Alerts from the European Bank for Reconstruction and Development**

The U.S. Commercial Service Office for Russia, Ukraine & Eurasia would like to share recently published procurement opportunities from European Bank for Reconstruction and Development ([Dennis.Simmons@trade.gov](mailto:Dennis.Simmons@trade.gov) & [Chrystal.Denys@trade.gov](mailto:Chrystal.Denys@trade.gov)), World Bank ([Barbara.White@trade.gov](mailto:Barbara.White@trade.gov)) and United Nations Development Program ([Susan.Hettleman@trade.gov](mailto:Susan.Hettleman@trade.gov)), among others. For more information please contact [Eli.Lovely@trade.gov](mailto:Eli.Lovely@trade.gov) and [Tanner.Johnson@trade.gov](mailto:Tanner.Johnson@trade.gov). Please note access to most of the below links require registration with the host site.

Source	Trade Lead	Status	Link
EBRD	New Vans (fleet renewal) 250	Invitation for Tenders	<a href="#">View Notice   ECEPP (ebrd.com)</a>
EBRD	Supply of 12 metre low-floor trolleybuses (40 units) with autonomous run of up to 20 km	Invitation for Tenders	<a href="#">View Notice   ECEPP (ebrd.com)</a>
UNICEF	Verification of data on Cold Chain Equipment at facility level	Request for Proposal	<a href="#">Procurement Opportunities (ungm.org)</a>
UNDP	Blasting cable with 2 conductors on coils (2000 m)	Invitation to Bid	<a href="#">Procurement Opportunities (ungm.org)</a>
UNDP	Press for recyclables and waste compactor for landfill operations	Invitation to Bid	<a href="#">Procurement Opportunities (ungm.org)</a>
UNDP	Heavy and Medium Robotic Demining Machine	Invitation to Bid	<a href="#">Procurement Opportunities (ungm.org)</a>

UNDP	Purchase of 25 stations of hardware equipment for issuance of ID passports	Invitation to Bid	<a href="http://ungm.org">Procurement Opportunities (ungm.org)</a>
UNDP	Procurement of cold storage room	Invitation to Bid	<a href="http://ungm.org">Procurement Opportunities (ungm.org)</a>
UNDP	Procurement of Laboratory Equipment	Invitation to Bid	<a href="http://ungm.org">Procurement Opportunities (ungm.org)</a>
UNDP	Measurement equipment for Environmental Mobile Laboratory	Invitation to Bid	<a href="http://ungm.org">Procurement Opportunities (ungm.org)</a>
USAID	Heavy duty road mats	Request for Quotation	<a href="http://sciqwest.com">Supplier Login or Join JAGGAER Supplier Network (sciqwest.com)</a>
USAID	Electrical Equipment for Chernihiv DSO	Request for Quotation	<a href="http://sciqwest.com">Supplier Login or Join JAGGAER Supplier Network (sciqwest.com)</a>
USAID	Piping equipment for gas Kryvyi Rih and Sumy City DSO	Request for Quotation	<a href="http://sciqwest.com">Supplier Login or Join JAGGAER Supplier Network (sciqwest.com)</a>
USAID	Electrical Equipment for restoration of Mykolaiv DSO	Request for Quotation	<a href="http://sciqwest.com">Supplier Login or Join JAGGAER Supplier Network (sciqwest.com)</a>
USAID	Piping Equipment to restore damaged pipes in Kharkiv Region	Request for Quotation	<a href="http://sciqwest.com">Supplier Login or Join JAGGAER Supplier Network (sciqwest.com)</a>
USAID	B7 Level Armored SUV for Civilians	Request for Quotation	<a href="http://sciqwest.com">Supplier Login or Join JAGGAER Supplier Network (sciqwest.com)</a>
USAID	Power Transformers	Request for Quotation	<a href="http://sciqwest.com">Supplier Login or Join JAGGAER Supplier Network (sciqwest.com)</a>
USAID	Materials, Equipment and Spare Parts for repair / restoration	Request for Quotation	<a href="http://sciqwest.com">Supplier Login or Join JAGGAER Supplier Network (sciqwest.com)</a>

[Reach out to us](#) to learn about other trade leads, global business opportunities and international RFPs in multiple markets.

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**U.S. ENVIRONMENTAL TECHNOLOGIES**

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- **ARMENIA: EBRD Consultancy Opportunity (€150,000) - Environmental and Social Assessment for Water Reservoirs Project**
  - The Government of the Republic of Armenia plans to construct a total of 17 reservoirs within the EU support initiative "Recovery, resilience and reform: post 2020 Eastern Partnership priorities" to the Government of Armenia
  - The proceeds of the EBRD loan will be used to finance the construction of six water reservoirs in the different regions of Armenia (Astghadzor, Kassakh, Argichi, Lichk, Yelpin, Artik) for the irrigation purposes to enhance water and food security in the country.
  - EBRD intends to select and contract a consultant (the "Consultant") with the following resources and expertise:
    - Relevant Experience in the host country (Armenia) and /or the Region
    - Previous project experience related to design and implementation of Environmental and Social Impact Assessments (ESIAs) in line with EBRD's ESP (Environmental and Social Policy) for project financing and / or with other IFIs / EU E&S standards and policies.
    - Experience in conducting environmental and social due diligence on dam construction and irrigation system development projects, etc.
  - **Bank Contact Information:** Aleksandra Lewandowska [lewandoa@ebrd.com](mailto:lewandoa@ebrd.com)
  - Questions? Contact [Chrystal.Denys@trade.gov](mailto:Chrystal.Denys@trade.gov)
  
- **DOMINICAN REPUBLIC: Water & Wastewater Treatment Technologies Supplier Needed**
  - TECNOAGUA S.R.L., along with sister company, PROENERGETICOS S.R.L., design and development of projects in the fields of water treatment and purification for potable use and industrial applications, domestic and industrial wastewater treatment, solutions with bolted tanks for potable water storage, industrial water storage and fire protection systems.
  - TECNOAGUA S.R.L. are looking to identify a supplier that can supply them with water and wastewater treatment technologies, pyrolysis technologies, fractional distillation technologies, plasma torches, and plasma gasification technologies.
  - Questions? Contact [Francesca.Fermin@trade.gov](mailto:Francesca.Fermin@trade.gov)
  
- **EGYPT: Two EBRD Consultancy Opportunities (Total of €735,000) for EBRD's Project Mallard**
  - **Support for Development and Implementation of Environmental and Social Action Plan (ESAP) (PR 010338)**
  - **Event Cost Estimate:** EUR 485,000
  - The EBRD is looking for a consultant with experience in EBRD E&S Performance Requirements, expertise in urban infrastructure projects, and experience with water and sanitation projects. The consultant will support the

Client in implementing, monitoring, and reporting on an Environmental and Social Action Plan (ESAP). The consultant will also identify the capacity building needs of the Client.

- **Start Date and Duration of the Assignment:** The Assignment is expected to start in Q3 2023 and has an estimated overall duration of 48 months.
  - **Capacity Building and Deployment of Water Resources Management Plan (PR 0010329)**
  - **Event Cost Estimate:** EUR 250,000
  - The EBRD is looking for a consultant with expertise in water resources planning, wastewater and sludge, finance, environment, social and gender engagement, and experience in Egypt. The overall objective of the assignment is to prepare an Enhanced Water Resources Management Plan. This will include performing projections of drinking water and wastewater needs, gender-responsive water assessments, developing a least-cost strategic investment planning framework, and working proactively with regulators and stakeholders.
  - **Start Date and Duration of the Assignment:** The Assignment is expected to start in Q3 2023 and has an estimated overall duration of 4 months.
  - For both projects, the **EBRD Contact Person** is Isida Konomi at [konomii@ebrd.com](mailto:konomii@ebrd.com). Please let [Chrystal.Denys@tradegov](mailto:Chrystal.Denys@tradegov) know if you have any questions.
- **FIJI, PAPUA NEW GUINEA, SOLOMON ISLANDS and VANUATU: Blue Carbon Ecosystems Assessments**
    - South Pacific Regional Environmental Programme (SPREP) seeking to engage consultancy services to conduct Blue Carbon Ecosystems Assessments for SPREP component of the MACBLUE project.
    - SPREP is seeking a suitably qualified Consultant (qualified consortia and organisations can apply) to undertake Blue Carbon Ecosystems assessments in Fiji, Papua New Guinea, Solomon Islands and Vanuatu.
    - The contract will specifically cover satellite mapping verification, carbon sequestration rates assessments, carbon stock and ecosystem service valuation, threat assessments as well as local training and capacity building.
    - Tender proposals can be emailed to [tenders@sprep.org](mailto:tenders@sprep.org) no later than **January 12, 2024, midnight (Apia, Samoa local time)**.
    - Cut off time for any clarifications: Monday, December 18, 2023 - 23:59 (Apia, Samoa local time)
    - Questions? Contact [Losana.Mavaeao@trade.gov](mailto:Losana.Mavaeao@trade.gov)
  - **HONG KONG: Oceanographic Deep Sea Gas Hydrate Inhibition Technology**

- The distributor/wholesaler of U.S. companies is looking for scientific instruments related to deep sea research, exploration of deep sea gas hydrate, hydrate inhibition technology, marine ecology study, etc..
  - Interested parties may contact [Michael.Wajntal@trade.gov](mailto:Michael.Wajntal@trade.gov).
  - For more information, visit <http://www.epc.com.hk/>
- **MOROCCO: Water Infrastructure Project to Improve Drinking Water & Upgrade Existing Wastewater Treatment Plants**
    - European Bank for Reconstruction and Development (EBRD) sovereign loan of up to EUR 12 million (MAD 130 million) to the Guelmim-Oued Noun Region of Morocco to finance investments aimed to improve drinking water supply for households in rural areas and to upgrade four existing Waste Water Treatment Plants, enabling the reuse of treated water for watering green spaces in the region.
    - In addition to the financing above, a Technical Cooperation package totaling EUR 1,650,000 will be provided. This will include dedicated support to the Region on implementation and monitoring to ensure effective project implementation as well as the development of a Green Cities Action Plan, which will include a gender and inclusion assessment.
    - **Project Summary Document:** [www.ebrd.com/work-with-us/projects/psd/54158.html](http://www.ebrd.com/work-with-us/projects/psd/54158.html)
    - **Borrower Contact:** Omar ABELADIM, [abeladim.omar@gmail.com](mailto:abeladim.omar@gmail.com), +212 52 87 70 113, Conseil Régional de Guelmim Oued Noun Avenue Mohamed VI Guelmim Morocco
    - Questions? Contact [Chrystal.Denys@trade.gov](mailto:Chrystal.Denys@trade.gov) and [Dennis.Simmons@trade.gov](mailto:Dennis.Simmons@trade.gov)
- **MEXICO: Wastewater Collection System Improvements for Ciudad Juarez, Chihuahua**
    - The purpose of the Project is to reduce the human health risks associated with waterborne diseases caused by exposure to untreated wastewater and eliminate potential surface and groundwater contamination by replacing deteriorated wastewater infrastructure prone to leaks and failure.
    - The Project is expected to generate environmental and human health benefits related to the following outcomes:
      - Improve wastewater collection services for approximately 73,690 existing residential wastewater connections located in the city's northwest area.
      - Reduce the risk of pipeline failures resulting in untreated or inadequately treated wastewater discharges to the Rio Grande River, which would prevent:
        - Approximately 1,000 liters per second (lps) or 22.8 million gallons per day (mgd) of wastewater discharges.

- Transboundary wastewater flows to the U.S.
- Interested parties looking for this and other procurement opportunities can visit [www.nadb.org](http://www.nadb.org)
- **Project Sponsor:** Local water utility, Junta Municipal de Agua y Saneamiento de Ciudad Juárez (JMAS).
- **Estimated Construction Cost:** USD 26,900,000.
- Questions? Contact [Francisco.Ceron@trade.gov](mailto:Francisco.Ceron@trade.gov)
- **TUNISIA: Rehabilitation and Extension of the Wastewater Treatment Plant of Bizerte City**
  - EBRD is co-financing a project with the Government of Tunisia and with the European Investment Bank (EIB) to rehabilitate a wastewater treatment plant in the city of Bizerte.
  - The works requested in this invitation for tender consist of the carrying out civil engineering works, supply, transport, assembly and testing of electromechanical, and electrical equipment necessary for the works of rehabilitation and extension of the wastewater treatment plant in the city of Bizerte to increase its capacity from 26 000 m<sup>3</sup>/d and 10 700 kgDBO<sub>5</sub>/d to 46 100 m<sup>3</sup>/d and 17 700 kgDBO<sub>5</sub>/d.
  - For more information about the project, including instructions on how to obtain the tendering documents, please visit: [www.ebrd.com/work-with-us/procurement/](http://www.ebrd.com/work-with-us/procurement/)
  - The general procurement notice was published on October 16, 2023, and bids close on **January 9, 2024**.
  - Questions: Contact [Chrystal.Denys@trade.gov](mailto:Chrystal.Denys@trade.gov) and [Dennis.Simmons@trade.gov](mailto:Dennis.Simmons@trade.gov)

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## **ENERGY**

Details and contacts below for energy-related trade leads compiled by our worldwide team of energy sector experts:

- **TRINIDAD & TOBAGO: Procurement of U.S. Control Valves, Switchgears, Transformers, Steam Generators**
- **NORTH MACEDONIA: North Macedonia to Build a Gas Interconnector with Greece**
- **COLUMBIA: Offshore Wind Development Projects**
- **UKRAINE: Development of Oil and Gas Fields in the West and East of Ukraine**
- **NIGERIA: Seeking U.S. LPG Infrastructure Developers (LPG production, processing and terminal), Butane Producers / Exporters**

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## **HEALTHCARE & HEALTH TECH**

- **COSTA RICA: Medical Supplies and Equipment Inquiry**

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Phone 302-656-7905 • [www.wtcde.com](http://www.wtcde.com)



**Hydrochlorothiazide 25mg pill tablets; Pressotherapy equipment for physical therapy; vital signs monitors; simulators for surgery for simulation hospitals**

- **PERU: Collaborative Health Initiatives: Seeking Partnership with U.S. Oncology Drug Laboratory for Strategic Medicine Supplies**  
**The Peruvian National Center for the Supply of Strategic Health Resources, U.S. laboratory that specializes in oncology drugs and the following medicines:**
  - Abiraterona 250 mg tablets (500,000 units)
  - Bleomicina 15 mg injectables (5,000 units)
  - Ciclofosfamida 200 mg injectables (8,700 units)
  - Daunorubicina 20 mg injectables (10,000 units)
  - Etoposido 100 mg-5 mL injectables (20,000 units)
  - Gemcitabina 200 mg injectables (5,000 units)
  - Tamoxifeno 20 mg tablets (500,000 units)
  - Trastuzumab 420 mg injectables (15,000 units)

**To learn more about the trade leads above, please email USCS trade leads team: [Tony Michalski](#); [Taylor Little](#)**

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## **NOVEMBER 2023 LEADS**

### **AUTOMOTIVE & SMART MOBILITY**

- **COLOMBIA: The U.S. Commercial Service in Columbia has been contacted by Findeter, a local development bank, to find a U.S. company that may supply the following railway equipment for the [Bogota- Belencito corridor](#):**
  - C21 locomotives
  - GE U10B locomotives
  - GE U18 locomotives
  - Side discharge hoppers
  - Twist lock platforms
  - Ballast hoppers with bottom discharge

For more information, please contact Commercial Assistant [Stephanie Delgado](#).

[Reach out to us](#) to learn about other trade leads, global business opportunities and international RFPs in multiple markets.

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## **RENEWABLE ENERGY**

- **NAMIBIA:** [NAMIBIA: EPC contract for 40 MW Biomass Power Station](#)

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## **ELECTRICITY INFRASTRUCTURE**

- **JAMAICA:** [JAMAICA: Supply of up to Net 100 MW of Electricity Generation from RE based power gen facilities on a BOO basis](#)

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## **FOSSIL ENERGY**

- **UKRAINE:** [UKRAINE: Development of Oil and Gas Fields in the West and East of Ukraine](#)
- **NIGERIA:** [NIGERIA: Seeking U.S. LPG Infrastructure Developers \(LPG production, processing and terminal\), Butane Producers/Exporters](#)

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## **ENVIRONMENTAL TECHNOLOGIES**

- **ARMENIA: EBRD Consultancy Opportunity (€150,000) Environmental and Social Assessment for Water Reservoirs Project**
  - The Government of the Republic of Armenia plans to construct a total of 17 reservoirs within the EU support initiative "Recovery, resilience and reform: post 2020 Eastern Partnership priorities" to the Government of Armenia.
  - The proceeds of the EBRD loan will be used to finance the construction of six water reservoirs in the different regions of Armenia (Astghadzor, Kassakh, Argichi, Lichk, Yelpin, Artik) for the irrigation purposes to enhance water and food security in the country.
  - EBRD intends to select and contract a consultant (the "Consultant") with the following resources and expertise:
    - Relevant Experience in the host country (Armenia) and /or the Region
    - Previous project experience related to design and implementation of Environmental and Social Impact Assessments (ESIAs) in line with EBRD's ESP (Environmental and Social Policy) for project financing and / or with other IFIs / EU E&S standards and policies.

- Experience in conducting environmental and social due diligence on dam construction and irrigation system development projects, etc.
  - **Bank Contact Information:** Aleksandra Lewandowska [lewandoa@ebrd.com](mailto:lewandoa@ebrd.com)
  - Questions? Contact [Chrystal.Denys@trade.gov](mailto:Chrystal.Denys@trade.gov)
- **DOMINICAN REPUBLIC: Water & Wastewater Treatment Technologies Supplier Needed**
  - TECNOAGUA S.R.L., along with sister company, PROENERGETICOS S.R.L., design and development of projects in the fields of water treatment and purification for potable use and industrial applications, domestic and industrial wastewater treatment, solutions with bolted tanks for potable water storage, industrial water storage and fire protection systems.
  - TECNOAGUA S.R.L. are looking to identify a supplier that can supply them with water and wastewater treatment technologies, pyrolysis technologies, fractional distillation technologies, plasma torches, and plasma gasification technologies.
  - Questions? Contact [Francesca.Fermin@trade.gov](mailto:Francesca.Fermin@trade.gov)
- **EGYPT: Two EBRD Consultancy Opportunities (Total of €735,000) for EBRD's Project Mallard**
  - **Support for Development and Implementation of Environmental and Social Action Plan (ESAP) (PR 010338)**  
**Event Cost Estimate:** EUR 485,000  
 The EBRD is looking for a consultant with experience in EBRD E&S Performance Requirements, expertise in urban infrastructure projects, and experience with water and sanitation projects. The consultant will support the Client in implementing, monitoring, and reporting on an Environmental and Social Action Plan (ESAP). The consultant will also identify the capacity building needs of the Client.  
**Start Date and Duration of the Assignment:** The Assignment is expected to start in Q3 2023 and has an estimated overall duration of 48 months.
  - **Capacity Building and Deployment of Water Resources Management Plan (PR 0010329)**  
**Event Cost Estimate:** EUR 250,000  
 The EBRD is looking for a consultant with expertise in water resources planning, wastewater and sludge, finance, environment, social and gender engagement, and experience in Egypt. The overall objective of the assignment is to prepare an Enhanced Water Resources Management Plan. This will include performing projections of drinking water and wastewater needs, gender-responsive water assessments, developing a least-cost strategic investment planning framework, and working proactively with regulators and stakeholders.

**Start Date and Duration of the Assignment:** The Assignment is expected to start in Q3 2023 and has an estimated overall duration of 4 months.

For both projects, the **EBRD Contact Person** is Isida Konomi at [konomii@ebrd.com](mailto:konomii@ebrd.com). Please let [Chrystal.Denys@trade.gov](mailto:Chrystal.Denys@trade.gov) know if you have any questions.

- **HONG KONG: Oceanographic Deep Sea Gas Hydrate Inhibition Technology**

- The distributor/wholesaler of U.S. companies is looking for scientific instruments related to deep sea research, exploration of deep sea gas hydrate, hydrate inhibition technology, marine ecology study, etc..
- Interested parties may contact [Michael.Wajntal@trade.gov](mailto:Michael.Wajntal@trade.gov).
- For more information, visit <http://www.epc.com.hk/>

- **MEXICO: Wastewater Collection System Improvements for Ciudad Juarez, Chihuahua**

- The purpose of the Project is to reduce the human health risks associated with waterborne diseases caused by exposure to untreated wastewater and eliminate potential surface and groundwater contamination by replacing deteriorated wastewater infrastructure prone to leaks and failure.
- The Project is expected to generate environmental and human health benefits related to the following outcomes:
  - Improve wastewater collection services for approximately 73,690 existing residential wastewater connections located in the city's northwest area.
  - Reduce the risk of pipeline failures resulting in untreated or inadequately treated wastewater discharges to the Rio Grande River, which would prevent:
    - Approximately 1,000 liters per second (lps) or 22.8 million gallons per day (mgd) of wastewater discharges.
    - Transboundary wastewater flows to the U.S.
- Interested parties looking for this and other procurement opportunities can visit [www.nadb.org](http://www.nadb.org)
- **Project Sponsor:** Local water utility, Junta Municipal de Agua y Saneamiento de Ciudad Juárez (JMAS).
- **Estimated Construction Cost:** USD 26,900,000.
- Questions? Contact [Francisco.Ceron@trade.gov](mailto:Francisco.Ceron@trade.gov)

- **TUNISIA: Rehabilitation and Extension of the Wastewater Treatment Plant of Bizerte City**

- EBRD is co-financing a project with the Government of Tunisia and with the European Investment Bank (EIB) to rehabilitate a wastewater treatment plant in the city of Bizerte.
- The works requested in this invitation for tender consist of the carrying out civil engineering works, supply, transport, assembly and testing of electromechanical,

and electrical equipment necessary for the works of rehabilitation and extension of the wastewater treatment plant in the city of Bizerte to increase its capacity from 26 000 m3/d and 10 700 kgDBO5/d to 46 100 m3/d and 17 700 kgDBO5/d.

- For more information about the project, including instructions on how to obtain the tendering documents, please visit: [www.ebrd.com/work-with-us/procurement/](http://www.ebrd.com/work-with-us/procurement/)
- The general procurement notice was published on October 16, 2023, and bids close on **January 9, 2024**.
- Questions? Contact [Crystal.Denys@trade.gov](mailto:Crystal.Denys@trade.gov) and [Dennis.Simmons@trade.gov](mailto:Dennis.Simmons@trade.gov)

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## **HEALTHCARE AND HEALTH TECH**

Please note that only U.S. Companies with products and services that have at least 51% U.S. content are eligible for the U.S. Commercial Service's assistance with these trade leads.

- **COSTA RICA:** Hydrochlorothiazide 25mg pill tablets; Pressotherapy equipment for physical therapy; Vital Signs Monitors; Simulators for Surgery for Simulation Hospitals
- **PERU:** The Peruvian National Center for the Supply of Strategic Health Resources, attached to the Ministry of Health, seeks a U.S. laboratory that specializes in oncology drugs.
- **GHANA:** Generic Pharmaceuticals, Dialysis Machines, and interested in acting as Agents/Service Reps. for MRI, CAT Scans, Fluoroscopy Systems, Floor Mounted X-Ray Systems, Ultrasound Scanners, Patient Monitors, C-ARM Systems, Mobile X-Ray Units, and Dental Equipment.

To learn more about the trade leads above, please email our trade leads team: [Tony Michalski](mailto:Tony.Michalski@trade.gov); [Taylor Little](mailto:Taylor.Little@trade.gov)

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## **OCTOBER 2023 LEADS**

### **ADVANCED MANUFACTURING**

- **INDIA:** A Bengalaru based supply chain company is seeking to source aluminized polyimide and polyester film. [Antappa.Badigair@trade.gov](mailto:Antappa.Badigair@trade.gov)
- **BRAZIL:** A distributor in Brazil is looking to purchase industrial blades (used in fiberglass chopping). [Moacir.Rodvalho@trade.gov](mailto:Moacir.Rodvalho@trade.gov)

- **INDIA:** An Indian trading company is interested in steel mill kraft paper to be used as coverings for aluminum wires. [Malarvizhi.Parimel@trade.gov](mailto:Malarvizhi.Parimel@trade.gov)
- **TURKEY:** A Turkish supplier of raw materials is looking to meet with U.S. providers of scrap aluminum in bulk quantities. [Naz.Demirdoven@trade.gov](mailto:Naz.Demirdoven@trade.gov)
- **MEXICO:** A Mexican lubricant distributor would like to source polyester oil for applications in refrigeration. [Mario.Vidana@trade.gov](mailto:Mario.Vidana@trade.gov)

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## **ADVANCED MANUFACTURING**

- **ARMENIA: EBRD Consultancy Opportunity (€150,000) Environmental and Social Assessment for Water Reservoirs Project**
  - The Government of the Republic of Armenia plans to construct a total of 17 reservoirs within the EU support initiative “Recovery, resilience and reform: post 2020 Eastern Partnership priorities” to the Government of Armenia.
  - The proceeds of the EBRD loan will be used to finance the construction of six water reservoirs in the different regions of Armenia (Astghadzor, Kassakh, Argichi, Lichk, Yelpin, Artik) for the irrigation purposes to enhance water and food security in the country.
  - EBRD intends to select and contract a consultant (the “Consultant”) with the following resources and expertise:
    - Relevant Experience in the host country (Armenia) and /or the Region
    - Previous project experience related to design and implementation of Environmental and Social Impact Assessments (ESIAs) in line with EBRD’s ESP (Environmental and Social Policy) for project financing and / or with other IFIs / EU E&S standards and policies.
    - Experience in conducting environmental and social due diligence on dam construction and irrigation system development projects, etc.
  - **Bank Contact Information:** Aleksandra Lewandowska [lewandoa@ebrd.com](mailto:lewandoa@ebrd.com)
  - Questions? Contact [Chrystal.Denys@trade.gov](mailto:Chrystal.Denys@trade.gov)

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## **SEPTEMBER 2023 LEADS**

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## **HEALTHCARE & HEALTH TECH**

- **URUGUAY: Contrast Agent, Insulin Manufacturing, Other Health**

Contrast Agent. Insulin manufacturers; neurosurgical equipment, devices, and supplies; peripheral vascular and cardiac surgery; telemedicine companies; and nutritional supplements. Seeking manufacturers of surgical instruments. Spine Implants, orthopedics implants- knee prosthesis.

- **COSTA RICA: Medical Equipment & Supplies for Healthcare Facilities**

Hydrochlorothiazide 25mg pill tablets; Pressotherapy equipment for physical therapy; Vital Signs Monitors; Simulators for Surgery for Simulation Hospitals.

To learn more about the trade leads above, please email trade leads team: [Tony Michalski](#); [Taylor Little](#).

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## **AUTOMOTIVE & SMART MOBILITY**

- **MEXICO: Developing an intermodal rail terminal in Chiapas, Mexico**

The U.S. Trade & Development Agency (USTDA) has approved a \$960,000 USD grant to the Secretariat of Economy and Labor of the Mexican State of Chiapas (in Spanish known as SET) to support a feasibility study that will allow assess the viability of developing an intermodal rail terminal in Chiapas, Mexico. The feasibility study will support these efforts by:

- Identifying and selecting the project site;
- Developing the physical, operational, and technical specifications;
- Conducting economic, financial, and market analysis for the proposed intermodal rail.

USTDA invites U.S. companies that are qualified based on experience and capability to submit proposals for this feasibility study by Friday, **October 6, 2023, at 4 p.m. ET**. For more information, please contact [Patricia Reinoso](#) and [Diana Leon](#).

- **SOUTH AFRICA: U.S. Suppliers**

CS Cape Town has been approached by UD Trucks South Africa, a multi-national company with presence in more than 60 countries, to see if they can be introduced to U.S. Suppliers of:

- Advanced Driver Assistance Systems (ADAS)
- Motor Vehicle Record (MVR) Solutions
- Safety Solutions
- Security Solutions
- Vehicle Enhancements
- Telematic Enhancements



- Medium and Heavy-Duty

For more information please contact [Jaisvir Sewpaul](#).

- **UZBEKISTAN: Rehabilitation of an 81 km road & constructing a bridge**

The European Bank for Reconstruction and Development (EBRD) is lending \$240 Million USD to the Republic of Uzbekistan to finance the rehabilitation of an 81km road in the Horezm Region and construct a bridge to cross the Amu Darya River. The project is in a pre-tender stage, so is an excellent time for U.S. companies to review for potential interest and opportunity. [Learn More](#).

For questions please contact [Chrystal Denys](#).

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## AUGUST 2023 LEADS

### RENEWABLE ENERGY

- **NAMIBIA:** [NamPower seeks contractor for 70MW solar plant and other schemes](#)
- **TUNISIA:** [3 calls for tenders for the development of solar and wind projects over 2023-2025 with a total capacity of up to 1.7 GW](#)
- **URUGUAY:** [Series of Offshore Green Hydrogen and Wind Tender Rounds Starting 2023](#)

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### FOSSIL ENERGY

- **MOROCCO:** [Morocco-Nigeria Gas Pipeline: National office of Hydrocarbons and Mines \(OMHYM\) Seeking Suppliers/Manufacturers of Equipment for the Pipeline](#)
- **BRAZIL:** [Petrobras' Divestment Program—onshore, offshore and downstream assets and Oil Exploration Open Acreage Opportunities](#)

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### ENVIRONMENTAL TECHNOLOGIES

- **DOMINICAN REPUBLIC: Water & Wastewater Treatment Technologies Supplier Needed**
  - TECNOAGUA S.R.L., along with sister company, PROENERGETICOS S.R.L., design and development of projects in the fields of water treatment and purification for potable use and industrial applications, domestic and industrial wastewater treatment, solutions with bolted tanks for potable water storage, industrial water storage and fire protection systems.

- TECNOAGUA S.R.L. are looking to identify a supplier that can supply them with water and wastewater treatment technologies, pyrolysis technologies, fractional distillation technologies, plasma torches, and plasma gasification technologies.
  - Questions? Contact [Francesca.Fermin@trade.gov](mailto:Francesca.Fermin@trade.gov).
- **MEXICO: Wastewater Collection System Improvements for Ciudad Juarez, Chihuahua**
    - The purpose of the Project is to reduce the human health risks associated with waterborne diseases caused by exposure to untreated wastewater and eliminate potential surface and groundwater contamination by replacing deteriorated wastewater infrastructure prone to leaks and failure.
    - The Project is expected to generate environmental and human health benefits related to the following outcomes:
      - Improve wastewater collection services for approximately 73,690 existing residential wastewater connections located in the city's northwest area.
      - Reduce the risk of pipeline failures resulting in untreated or inadequately treated wastewater discharges to the Rio Grande River, which would prevent:
        - Approximately 1,000 liters per second (lps) or 22.8 million gallons per day (mgd) of wastewater discharges.
        - Transboundary wastewater flows to the U.S.
      - Interested parties looking for this and other procurement opportunities can visit [www.nadb.org](http://www.nadb.org)
      - Project Sponsor: Local water utility, Junta Municipal de Agua y Saneamiento de Ciudad Juárez (JMAS).
      - Estimated Construction Cost: USD 26,900,000.
      - Questions? Contact [Francisco.Ceron@trade.gov](mailto:Francisco.Ceron@trade.gov)
- **GEORGIA: EBRD PRE-TENDER Announcement - Two Projects of Combined EUR 47 Million for Improved Solid Waste Management in Tbilisi**
    - The first project (EUR 25 million) will finance the enhancement of the final capping layers and the installation of a landfill gas collection and treatment system at the Tbilisi Didi Lilo landfill. The second project (EUR 22 million) will set up the first waste treatment plant in Tbilisi.
    - This project is in its pre-tender stage, so an excellent time for interested U.S. companies to review for potential interest and opportunity.
    - Website Links:
      - <https://www.ebrd.com/work-with-us/projects/psd/54124.html>
      - <https://www.ebrd.com/work-with-us/projects/psd/54125.html>
    - In addition to the financing above, the following Technical Cooperation support is envisaged:
      - Technical and Economic Due Diligence

- Social and Environmental Due Diligence
- Feasibility Study
- Project Implementation Support
- Skills Development Program
- Stakeholder Participation Program and Awareness Raising
- Borrower Contact Information:
  - David Bodokia [dbodokia@gmail.com](mailto:dbodokia@gmail.com)
  - 995 32 2619050 [www.tbsg.ge](http://www.tbsg.ge)
- Questions? Contact [Chrystal.Denys@trade.gov](mailto:Chrystal.Denys@trade.gov)

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### **ADVANCED MANUFACTURING**

- **INDIA: Aluminized polyimide and polyester film**  
A Bengalaru based supply chain company is looked to source aluminized polyimide and polyester film. [Antappa.Badigair@trade.gov](mailto:Antappa.Badigair@trade.gov)
- **BRAZIL: Industrial blades**  
A distributor in Brazil is looking to purchase industrial blades (used in fiberglass chopping). [Moacir.Rodvalho@trade.gov](mailto:Moacir.Rodvalho@trade.gov)
- **INDIA: Steel mill kraft paper**  
An Indian trading company is looking to purchase steel mill kraft paper to be used as coverings for aluminum wires. [Malarvizhi.Parimel@trade.gov](mailto:Malarvizhi.Parimel@trade.gov)
- **TURKEY: Scrap aluminum in bulk quantities**  
A Turkish supplier of raw materials is looking to meet with U.S. providers of scrap aluminum in bulk quantities. [Naz.Demirdoven@trade.gov](mailto:Naz.Demirdoven@trade.gov)
- **MEXICO: Polyester oil**  
A Mexican lubricant distributor is looking to source polyester oil for applications in refrigeration. [Mario.Vidana@trade.gov](mailto:Mario.Vidana@trade.gov)

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### **AUTOMOTIVE & SMART MOBILITY**

- **COLOMBIA: Rail Equipment**
  - U.S. Commercial Service in Colombia (CS Colombia) has been notified the Bogota-Belencito corridor is in need of rail equipment, and therefore is accepting RFI proposals for upcoming RFP tenders. CS Colombia may assist U.S. companies (selling 51% U.S. content based equipment) interested in submitting a proposal. Please contact [Stephanie.Delgado@trade.gov](mailto:Stephanie.Delgado@trade.gov) from CS Colombia for further information. The expected tender would include the following equipment:
    - C21 locomotives

- GE U10B locomotives
  - GE U18 locomotives
  - Side discharge hoppers
  - Twist lock platforms
  - Ballast hoppers with bottom discharge
- **COLOMBIA: Freight Transportation**
    - CS Los Angeles and CS Colombia are seeking U.S. companies interested in attending a Freight Transportation Trade Show in Bucaramanga, Colombia on September 13-15 2023, during which CS Colombia will provide [Gold Key Services](#) to U.S. manufacturers of GPS fleet monitoring technology and transport temperature control systems for refrigerated containers. Please contact [Stephanie.Delgado@trade.gov](mailto:Stephanie.Delgado@trade.gov) from CS Colombia for further information.

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### **HEALTHCARE & HEALTH TECH**

- **HONG KONG:** Seeking a U.S. company that can supply Minoxidil products, or equivalent products with similar ingredients.
- **TAIWAN:** Company seeking private label petroleum jelly; 13oz, order based on 20' container load quantity, 1-2 containers a year.
- **EL SALVADOR:** Looking for companies that supply vaccines for animals (canine, feline, cattle, birds, pigs).
- **VIETNAM:** American manufacturers of intraocular lenses (ITL) products.
- **URUGUAY:** Contrast Agent. Insulin manufacturers; neurosurgical equipment, devices, and supplies; peripheral vascular an
- **ETHIOPIA:** The Federal Democratic Republic of Ethiopia, Ministry of Health invites sealed bids from eligible GC-1/BC-1 and qualified bidders for the construction of the Comprehensive Emergency Hospital Building
- **COSTA RICA:** Hydrochlorothiazide 25mg pill tablets; Pressotherapy equipment for physical therapy; Vital Signs Monitors; Simulators for Surgery for Simulation Hospitals
- **PANAMA:** U.S. suppliers of colon cleansing and constipation relief products (Polyethylene glycol 3350)

To learn more about the trade leads above, please email trade leads team: [Tony Michalski](#); [Taylor Little](#).

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## **JULY 2023 LEADS**

### **ENVIRONMENTAL TECHNOLOGIES**

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 Phone 302-656-7905 • [www.wtcde.com](http://www.wtcde.com)

- **GEORGIA: EBRD PRE-TENDER Announcement - Two Projects of Combined EUR 47 Million for Improved Solid Waste Management in Tbilisi**
  - The first project (EUR 25 million) will finance the enhancement of the final capping layers and the installation of a landfill gas collection and treatment system at the Tbilisi Didi Lilo landfill. The second project (EUR 22 million) will set up the first waste treatment plant in Tbilisi.
  - This project is in its pre-tender stage, so an excellent time for interested U.S. companies to review for potential interest and opportunity.
  - Website Links:
    - <https://www.ebrd.com/work-with-us/projects/psd/54124.html>
    - <https://www.ebrd.com/work-with-us/projects/psd/54125.html>
  - In addition to the financing above, the following Technical Cooperation support is envisaged:
    - Technical and Economic Due Diligence
    - Social and Environmental Due Diligence
    - Feasibility Study
    - Project Implementation Support
    - Skills Development Program
    - Stakeholder Participation Program and Awareness Raising

Borrower Contact Information:

David Bodokia [dbodokia@gmail.com](mailto:dbodokia@gmail.com) 995 32 2619050 [www.tbsg.ge](http://www.tbsg.ge)

Questions? Contact [Crystal.Denys@trade.gov](mailto:Crystal.Denys@trade.gov)

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- **TAJIKISTAN: EBRD Consultancy Opportunity (\$300,000) Post Delivery Assessment of Water Sector Project Impacts**
  - Since 2003, the EBRD and Tajikistan's State Secretariat for Economic Affairs have cooperated on multiple projects to improve the availability, resilience, and quality of water and wastewater services across Tajikistan. The EBRD is looking for a team of consultants to assess whether or not these projects have delivered effective and long-lasting capacity building to water facilities. The consultant's main objectives would be to:
    - Conduct a study to evaluate the effectiveness and impacts of the water and wastewater projects in Tajikistan
    - Suggest a more pragmatic approach to deliver a more systemic, impactful, and enduring basis of reforms that supports water infrastructure in Tajikistan
    - Understand the success of these projects, both the hard investments and their associated soft measures, to inform future projects

**Start Date and Duration of the Assignment:**

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This project was listed by EBRD on June 26th, 2023 and will close on July 18th, 2023. The Assignment is expected to start at 3Q 2023 and has an estimated overall duration of 6 months.

**Event Cost Estimate:** USD 300,000

**EBRD Contact Person:** Isida Konomi, [konomii@ebrd.com](mailto:konomii@ebrd.com)

Questions? Contact [Chrystal.Denys@trade.gov](mailto:Chrystal.Denys@trade.gov)

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### **AUTOMOTIVE & SMART MOBILITY**

- **CHILE:** The Chilean Ministry of Transportation and Communications (MTT in Spanish) is launching an international tender to modernize its operational technology system (tender A) and the public transportation buses fleet (tender B). Please contact [Claudia.Melkonian@trade.gov](mailto:Claudia.Melkonian@trade.gov) for more information.
- **HONDURAS:** The Honduran Integrated Transportation System Consortium (SITHSA in Spanish) is seeking U.S. suppliers of passenger buses (30 ft. or more) with video surveillance systems (cameras) and electronic collection systems (credit card). SITHSA is aiming for 500 new units, with an initial purchase of 100 units during (for reference, the total number of units in Tegucigalpa is about 1,400). Please contact [Rossana.Lobo@trade.gov](mailto:Rossana.Lobo@trade.gov) for more information.
- **GEORGIA:** [Wondernet Express](#) operates a fertilizer terminal in the Batumi Sea Port in Georgia along with Covalent, ADIA, and Trammo. Due to the war in Ukraine and difficulties moving products through Russia, Wondernet projects fertilizer storage and transportation demand to more than double in the Caucasus and Central Asia in the next few years. Wondernet would like to use EXIM to finance the purchase of 50-100 Hopper Wagons and is planning to build additional dry storage facilities at the Port of Batumi. Please contact [Garret.Mitchell@trade.gov](mailto:Garret.Mitchell@trade.gov) for more information.
- **JORDAN:** Due to regulatory changes, the Jordanian Truck Owners Association is interested in updating its truck fleet with used American trucks and leverage on the US-Jordanian Free Trade Agreement for customs exemptions. Please contact [Lubna.Abdelhadi@trade.gov](mailto:Lubna.Abdelhadi@trade.gov) for more information.
- **MOZAMBIQUE:** The Government of the Republic of Mozambique has asked the Millennium Challenge Corporation to develop a program focused on addressing road infrastructure and low freight transport market competitiveness. Starting in May, 2023, MCC plans to announce mobility related RFPs in the [United Nations Development Business website](#) and [DG Market website](#).

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### **2023 Cochran Fellowship Program – MSI (US)**

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Deadline: Jul 31, 2023

Donor: Foreign Agricultural Service

Grant Type: Fellowship

Grant Size: \$100,000 to \$500,000

Countries/Regions: United States

Area: Agriculture Food & Nutrition, Animals & Wildlife, Children, Community Development, Community Engagement, Education, Research, Science, Technology, Water Management

The U.S. Department of Agriculture, Foreign Agricultural Service (FAS), Fellowship Programs, announces this funding opportunity to support the Cochran Fellowship Program (CFP) by issuing new awards.

For more information, visit <https://www.grants.gov/web/grants/view-opportunity.html?oppId=348730>

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**NOFO: Responsible State Behavior in Cyberspace Capacity Building (US)**

Deadline: Aug 04, 2023

Donor: Bureau of Cyberspace and Digital Policy

Grant Type: Grant

Grant Size: More than \$1 million

Countries/Regions: United States

Area: Capacity Building, Community Development, Cyber Security, Information Technology

The U.S. Department of State, Bureau of Cyberspace and Digital Policy (CDP) announces an open competition for organizations interested in submitting applications that seek to improve international stability in cyberspace.

For more information, visit <https://www.grants.gov/web/grants/view-opportunity.html?oppId=348759>