



# 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).

## **NOVEMBER 2018 Leads**

### **CYPRUS LNG Import Terminal: Design, Construction, and Operation**

- [Press Release](#)

=====

### **MEXICO: 2Q19 supply of Type 2 and 3 Thermal Coal**

Regio Cal is seeking to purchase a 2Q19 supply of type 2 and 3 thermal coal from reputed US suppliers. Coal must meet specifications in full including Heating Power > 5800 kcal/kg; Ash content < 15%; Moisture < 17%; Sulphur < 1.5% (complete spec sheet available on request). Material to be delivered in pre-established monthly quantities through the Mexican port of Lazaro Cardenas in Michoacan. For more information, contact [Mario.Vidana@trade.gov](mailto:Mario.Vidana@trade.gov).

=====

### **CHINA: Seeking U.S. Equipment Suppliers for Waste Recycling, Mine Reclamation, and Harmless Utilization of Organic Wastes**

Dalian DeeTop Industry Group Co.,Ltd is seeking Carbonization and Gas Combustion Equipment, Biogas Purification Equipment, Boron Mud High-valued Product Fabrication Equipment, Ceramic Oil Proppant Fabrication Equipment, Bio-gas and Nature Gas Mixed Combustion Equipment, Agent of Producing Soil by Inorganic Tailings, Mine Temporary Repair Material, Soil or Cover Film Improvement Agent, Rapid Afforest Agent, Plastic Particle Production Equipment. For above mentioned equipment and products, if there's any U.S. Companies have intention of opening Chinese market, we would like to introduce their suitable products on our mine rehabilitation projects, or be their agent or distributor in China market. For more information, contact [Evelyn.Zhou@trade.gov](mailto:Evelyn.Zhou@trade.gov).

=====

**PANAMA:** Ministry of Health of the Republic of Panama is looking for a polymerase chain reaction (PCR) portable unit designed specifically for field use. Contact [your local specialist](#) for more information.

=====

**Ulanbaatar, MONGOLIA:** The Millenium Challenge Corporation (MCC) is seeking consulting services for program management consultant (PMC) and construction supervisor for a water supply project in Mongolia, one of the largest procurement opportunity MCC has funded (\$300 million).

**Deadline:** Jan. 8, 2019

**Contact:** [Holly.Vineyard@trade.gov](mailto:Holly.Vineyard@trade.gov)

**Additional Details:** <https://mcc.dgmarket.com/tender/24575859>

=====

**Shenyang, CHINA:** DeeTop Group, an engineering, procurement, and construction company, seeking products and equipment for their mine rehabilitation projects. Such products include: 1. Biogas Purification Equipment, 2. Agent for Producing Soil by Inorganic Tailings, 3. Mine Temporary Repair Material, 4. Soil or Cover Film Improvement Agent, 5. Rapid Afforest Agent.

**Contact:** [Evelyn.Zhou@trade.gov](mailto:Evelyn.Zhou@trade.gov); [Taylor.Moore@trade.gov](mailto:Taylor.Moore@trade.gov)

=====

**Pune, INDIA:** The Serum Institute of India (SII) is looking for partners on its plans to set up a 'Municipal Solid Waste to Energy' plant in Pune ( a city at about 150 kms from Mumbai) with the capacity of 600 TPD (tons per day). They are seeking partners in terms of investment in machinery, equipment and technology. The initial contract will be for 15 years, which can be extended later on the basis of performance/progress.

**Contact:** [Jigna.Mehta@trade.gov](mailto:Jigna.Mehta@trade.gov)

=====

**Karachi, PAKISTAN:** Several Karachi companies are looking to acquire manufacturing and or providing complete solutions, for a water desalination plant that is 50 MGD capacity or more.

**Contact:** [Tashfeen.Mehdi@trade.gov](mailto:Tashfeen.Mehdi@trade.gov)

=====

**Nairobi, KENYA:** Company in Kenya is looking for companies that manufacture hazardous waste incinerators. **Contact:** [Mary.Masyuko@trade.gov](mailto:Mary.Masyuko@trade.gov)

=====

## October 2018 Leads

### Opportunities for U.S. ENERGY Exporters:

1. **MEXICO: 2Q19 supply of Type 2 and 3 Thermal Coal**  
Regio Cal is seeking to purchase a 2Q19 supply of type 2 and 3 thermal coal from reputed US suppliers. Coal must meet specifications in full including Heating Power > 5800 kcal/kg; Ash content < 15%; Moisture < 17%; Sulphur < 1.5% (complete spec sheet available on request). Material to be delivered in pre-established monthly quantities through the Mexican port of Lazaro Cardenas in Michoacan. For more information, contact [Mario.Vidana@trade.gov](mailto:Mario.Vidana@trade.gov).
2. **CHINA: Seeking U.S. Equipment Suppliers for Waste Recycling, Mine Reclamation, and Harmless Utilization of Organic Wastes**  
Dalian DeeTop Industry Group Co.,Ltd is seeking Carbonization and Gas Combustion Equipment, Biogas Purification Equipment, Boron Mud High-valued Product Fabrication Equipment, Ceramic Oil Proppant Fabrication Equipment, Bio-gas and Nature Gas Mixed Combustion Equipment, Agent of Producing Soil by Inorganic Tailings, Mine Temporary Repair Material, Soil or Cover Film Improvement Agent, Rapid Afforest Agent, Plastic Particle Production Equipment. For above mentioned equipment and products, if there's any U.S. Companies have intention of opening Chinese market, we would like to introduce their suitable products on our mine rehabilitation projects, or be their agent or distributor in China market. FOr more information, contact [Evelyn.Zhou@trade.gov](mailto:Evelyn.Zhou@trade.gov).
3. **MOZAMBIQUE: \$60 billion dollar Anadarko/CCS (JV) LNG Project in Mozambique Seeking Hydraulic Portable Power, Electrical Bulks, Electrical Wire and Cable.** Bidders on the tasks will need to demonstrate a relationship with Mozambique (i.e. currently registered in-country, partnering with a Mozambique firm) to meet national content requirements. For more information, contact [Tamarind.Murrietta@trade.gov](mailto:Tamarind.Murrietta@trade.gov); [Daniel.Donato@trade.gov](mailto:Daniel.Donato@trade.gov).

=====

**HEALTHCARE Leads:** International firms that are actively looking to purchase U.S. medical devices and equipment. Qualified sales leads are presented below:

1. **BARBADOS:** Seeking funders interested in developing a hospital that is compliant with international standards in Barbados.
2. **BAHRAIN:** Invited leading construction companies to submit their bids for building the King Abdullah Medical City.
3. **COLOMBIA:** Injectable amino acids for the manufacture of total apprehensive nutrition.

4. **ROMANIA** - American biocidal disinfectants and veterinary hygiene products against African Swine Fever virus.

Contact [your local specialist](#) for more information.

=====

## September 2018 Leads

### **ISRAEL: Israeli Food Tech Firm Looking for Distribution Partner**

An Israeli food-tech manufacturer of very profitable all-natural antioxidants and antimicrobial products is looking for a food technology distribution partner in North America. They would like to first assess the candidates' qualifications and capabilities before initiating dialogue:

Preferably, their partner would have the technical sales staff involved in supplying raw ingredients to food manufacturers.

The Israeli company is interested in knowing:

1. Who are their main customers (by segments; e.g. meat, snacks, beverages, sauces, etc.)
2. What is the range and geographical spread of products they sell today (as a % of their existing sales?)
3. How many sales people do they have? What is their sales staff's technical background?
4. Do they provide technical support?
5. Do they have an applications/pilot lab? In which specific areas of expertise does the lab operate?

Should you have any further questions, please feel free to contact our office at [info@wtcde.com](mailto:info@wtcde.com)

=====

**TRINIDAD and TOBAGO Electricity Commission (T&TEC): Seeking to Source Utility Materials for Disaster Situations:** T&TEC is interested in sourcing utility materials for disaster situations. Seeking distribution line materials, conductors, insulators, connectors, transformers (pole & pad mount <100kVA), poles (10m & 12m). Basically materials to restore the HV (12kV) and LV (110/220 Volt) network if lines are struck down during a hurricane or other disaster. For more information and the full list of materials needed, contact Marissa Nicholas, U.S. Embassy, Port of Spain, at [nicholasmr@state.gov](mailto:nicholasmr@state.gov).

**REVISED TIMELINE - NIGERIA: Seeking Gas Technology Under the Nigeria Gas Flare Commercialization Program (NGFCP):** Nigeria Oil and Gas Government approved the National Gas Policy and is seeking scalable technology for gas flare capture/commercialization, mini LNG equipment suppliers under the National Gas Flare Commercialization Program (NGFCP), as well as the national LPG Expansion Program (scalable gas flare capture technology/equipment/services to meet requirements for proposed modular refinery, small LNG equipment suppliers, LPG equipment/accessories/service suppliers). For more information on NGFCP, [click here](#) or contact [Benedicta.Nkwoh@trade.gov](mailto:Benedicta.Nkwoh@trade.gov). [REVISED NGFCP TIMELINE HERE](#)

=====

**Location: MALAWI**

**Opportunity:** Invitation for Prequalification for the Rehabilitation, Upgrading and Expansion Works for Nkhatabay Town Water Supply System. The works that will be implemented shall include upgrading of the raw water pipeline and treatment plant, including anchoring the pipeline to the lakebed with concrete blocks, installing 5 No. pressure filters, installing three sets of low-lift and vacuum pumps, installing two clear water pumps, constructing additional clear water reinforced concrete tank, upgrading or installing new pumping stations by installing two pumps, installing 8 pump sets, and upgrading and expansion of the distribution pipe network by installing 123km of pipelines to rehabilitate, upgrade and extend the distribution system.

**Deadline:** October 18, 2018

**Contact:** [LilongweECON@state.gov](mailto:LilongweECON@state.gov).

**Location: MAPUTO, MOZAMBIQUE**

**Opportunity:** \$60 billion dollar Anadarko/CCS (JV) LNG project in Mozambique seeking waste management (removal and disposal of hazardous waste), environmental services (environmental and construction permitting, environmental monitoring, reporting and assessment services). bidders on the tasks will need to demonstrate a relationship with Mozambique (i.e. currently registered in-country, partnering with a Mozambique firm) to meet national content requirements.

**Contact:** [tamarind.murrietta@trade.gov](mailto:tamarind.murrietta@trade.gov); [daniel.donato@trade.gov](mailto:daniel.donato@trade.gov)

**Location: KAZAKHSTAN**

**Opportunity:** Waste management services company in Western Kazakhstan seeking asbestos pollution analysis and removal services.

**Contact:** [Nurlan.Zhangarin@trade.gov](mailto:Nurlan.Zhangarin@trade.gov), Commercial Specialist

**Location: PHILIPPINES**

**Opportunity:** Alpha Enterprises is seeking a supplier of onsite chlorine gas generators and 12.5% sodium hypochlorite generators. The Philippine company intends to sell these generators to water districts. For information on The Alpha Technologies, please visit

[https://thealphaenterprise.com/.](https://thealphaenterprise.com/)

**Contact:** [Bebe.Montesines@trade.gov](mailto:Bebe.Montesines@trade.gov), Commercial Specialist

=====

**AUSTRALIA** - Eyebrow pencils

**JORDAN** - Hospital beds

**MALAYSIA** - Portable, handheld ultrasound device with mobile app functions

**INDIA** - Permanent make-up products, hair extensions, beauty and cosmetics treatment, beauty supplies

**SAUDI ARABIA:**

1. Looking for international partners to establish mobile clinics and telemedicine equipment and services
2. Seeking to partner with an American physiotherapy management company

**URUGUAY** - Ebola protective clothing

Contact your [local specialist](#) for more information.

=====

## **KURDISTAN Sourcing Requests for September 2018**

### **1. Complete Steel Mill or Equipment for a Steel Mill & Steel Recycling**

The Kurdish businessmen are interested in purchasing the equipment for a steel mill. Specifically, they would like to find equipment that can melt scrap metal for recycling and then produce some of the following:

- a. Rebar/reinforcement steel for building
- b. Plain wire rod
- c. Rebar coils
- d. Rectangular & square tubing
- e. Hot rolled steel sheets
- f. Cold rolled steel sheets
- g. Zinc or electro-galvanized steel sheets
- h. Checkered sheets
- i. Galvanized steel sheets
- j. Ordinary and insulated corrugated sheets
- k. Black pipes
- l. Galvanized pipes

The equipment must be ready to operate so they can begin work as soon as it is delivered and installed. The mill will operate in Kurdistan. The dialogue will initially be handled via the United States.

=====

## **2. Proposal for a U.S.A. Branch University in Kurdistan Iraq**

The group of Kurdish businessmen is working with investors in Kurdistan, Iraq to open up a branch of an accredited U.S. university in Erbil, Kurdistan, Iraq. The goal would be to graduate students from the region in accordance with U.S. university curriculum and excellent level of education. The undergraduate university branch would be privately owned, but would adhere to the agreement reached with the U.S. university in all its programs.

The proposed criteria for establishing a branch may include the following:

1. The programs at the campus in Kurdistan would be accredited as a branch of the U.S. university. The U.S. university would assist with the needed direction of attaining such accreditation.
2. The logo and name used for the Kurdistan university would be the same as the U.S. university except for mentioning that it is a branch in Kurdistan.
3. Courses and undergraduate requirements would be based on the U.S. university curriculum and requirements for a U.S. degree.
4. Graduates in the Kurdistan university branch would graduate with the same level degree as the U.S. university. (If needed, this may require the student to spend a year or two in the U.S. university which can be discussed).
5. The Dean chosen to run the Kurdistan branch would report to the Provost of the U.S. university.
6. Classes will be taught in English.

=====

## **AFRICA: USTDA Announces Call for ICT Project Proposals in Africa**

### **Background:**

The U.S. Trade and Development Agency announced a call for initial proposals from project sponsors in sub-Saharan Africa or U.S. companies working with African project sponsors. These entities are invited to submit an initial concept paper (not to exceed five pages) on projects related to information and communications technology (ICT) to USTDA no later than **Tuesday, October 2, 2018 at 12:00pm Eastern Time** to be considered for funding.

The proposal should include a brief description of the project's size and status, including project location, economic fundamentals, equipment and technology requirements, legal and regulatory considerations, and the purpose and amount of USTDA funding requested. The proposal should

also outline the sponsor's experience, potential options for financing the project, risks the project faces, and estimated potential for U.S. content in the project's implementation.

Particular focus will be given to proposals involving:

- Fiber-Optic Networking
- Access Control Systems
- Data Centers
- Wireless Access Points, Switches/Routers, Servers, and Associated Software

### **Eligibility Criteria**

USTDA accepts proposals to support infrastructure project development in low and middle-income countries throughout sub-Saharan Africa. Teams comprised of qualifying U.S. businesses and eligible African entities from the public or private sectors may submit proposals wherever the U.S. business meets USTDA's [nationality requirements](#). Eligible African entities who intend to engage a U.S. business but have not yet selected such a business may also submit proposals. If selected for funding, USTDA will assist these entities in identifying a U.S. business to conduct a mutually agreed-upon scope of work. Interested entities are welcome to use [USTDA's General Funding Request Guidelines for ICT-related project proposals](#).

### **Evaluation Criteria**

USTDA will employ the following criteria, among others, to evaluate proposals and make programming decisions:

1. **Potential for U.S. exports:** USTDA's goal is to create export opportunities for manufacturing enterprises in the United States. Proposals will be evaluated based in part on the potential that projects represent for U.S. manufacturers and service providers.
2. **Potential for financing and implementation:** Proposals will be evaluated to determine the potential that projects have to eventually attract financing and, subsequently reach implementation. Offerors are expected to demonstrate how USTDA's grant capital will attract public and private investment, and lead to new infrastructure capacity.
3. **Potential for development impact:** USTDA strives to help communities build and integrate crucial ICT technologies, extend broadband and mobile access to underserved customers, and drive public and private investment in the region's ICT sector. Proposals will be evaluated based on the potential those projects represent for increasing capacity, accessing new customers, and/or driving investment.
4. **Strength of the offeror:** USTDA will consider the credentials of the host country project sponsor and, where applicable, the expertise of the U.S. firm.

Prospective offerors may pose questions to USTDA at the following address: [africa@ustda.gov](mailto:africa@ustda.gov). Five-page proposals which are responsive to the evaluation criteria may be submitted to this address no later than Tuesday, **October 2, 2018 at 12:00pm Eastern Time**.

802 West Street • Wilmington, DE 19801  
Phone 302-656-7905 • Fax: 302-428-0511 • [www.wtcd.com](http://www.wtcd.com)



=====

## **AFRICA: USTDA Announces Call for Transportation Project Proposals in Africa**

**Background:** The U.S. Trade and Development Agency announced a call for initial proposals from project sponsors in sub-Saharan Africa or U.S. companies working with African project sponsors. These entities are invited to submit an initial concept paper (not to exceed five pages) on projects related to transportation to USTDA no later than **Tuesday, October 2, 2018 at 12:00pm Eastern Time** to be considered for funding.

The proposal should include a brief description of the project's size and status, including project location, economic fundamentals, equipment and technology requirements, legal and regulatory considerations, and the purpose and amount of USTDA funding requested. The proposal should also outline the sponsor's experience, potential options for financing the project, risks the project faces, and estimated potential for U.S. content in the project's implementation.

Particular focus will be given to proposals involving:

- Rail and Aviation Infrastructure, Safety, and Security
- Locomotive and Airplane Capacity, Effectiveness, and Efficiency

### **Eligibility Criteria**

USTDA accepts proposals to support infrastructure project development in low and middle-income countries throughout sub-Saharan Africa. Teams comprised of qualifying U.S. businesses and eligible African entities from the public or private sectors may submit proposals wherever the U.S. business meets USTDA's [nationality requirements](#). Eligible African entities who intend to engage a U.S. business but have not yet selected such a business may also submit proposals. If selected for funding, USTDA will assist these entities in identifying a U.S. business to conduct a mutually agreed-upon scope of work. Interested entities are welcome to use [USTDA's General Funding Request Guidelines for Transportation-related project proposals](#).

### **Evaluation Criteria**

USTDA will employ the following criteria, among others, to evaluate proposals and make programming decisions:

1. *Potential for U.S. exports:* USTDA's goal is to create export opportunities for manufacturing enterprises in the United States. Proposals will be evaluated based in part on the potential that projects represent for U.S. manufacturers and service providers.
2. *Potential for financing and implementation:* Proposals will be evaluated to determine the potential that projects have to eventually attract financing and, subsequently reach implementation. Offerors are expected to demonstrate how

USTDA's grant capital will attract public and private investment, and lead to new infrastructure capacity.

3. *Potential for development impact:* USTDA strives to help communities build and integrate crucial transportation technologies, extend access to underserved customers, and drive public and private investment in the region's transportation sector. Proposals will be evaluated based on the potential those projects represent for increasing capacity, accessing new customers, and/or driving investment.
4. *Strength of the offeror:* USTDA will consider the credentials of the host country project sponsor and, where applicable, the expertise of the U.S. firm.

Prospective offerors may pose questions to USTDA at the following address: [africa@ustda.gov](mailto:africa@ustda.gov). Five-page proposals which are responsive to the evaluation criteria may be submitted to this address no later than **Tuesday, October 2, 2018 at 12:00pm Eastern Time**.

=====

### **August 2018 Leads**

#### **NIGERIA: Seeking Gas Technology Under the Nigeria Gas Flare Commercialization Program (NGFCP)**

Nigeria Oil and Gas Government approved the National Gas Policy and is seeking scalable technology for gas flare capture/commercialization, mini LNG equipment suppliers under the National Gas Flare Commercialization Program (NGFCP), as well as the national LPG Expansion Program (scalable gas flare capture technology/equipment/services to meet requirements for proposed modular refinery, small LNG equipment suppliers, LPG equipment/accessories/service suppliers).

**For more information** on NGFCP, [click here](#) or contact [Benedicta.Nkwoh@trade.gov](mailto:Benedicta.Nkwoh@trade.gov).

=====

#### **COSTA RICA: Waste to Energy (WTE) Plant**

The US Embassy, San Jose Costa Rica, wishes to alert potential bidders of the opportunity to participate in a Waste to Energy (WTE) plant proposed for the San Jose greater metropolitan area ("GAM"). Initial volume of the plant will be 1,000 tons per day, while subsequent volume might reach several times that. This opportunity may be put out to bid as early as September 2018.

**For more information**, [click here](#) or contact [Roy.Fernandez@trade.gov](mailto:Roy.Fernandez@trade.gov).

=====

**NIGERIA: Seeking companies to participate in construction of 500MM transmission mains from Gubi Dam junction to reservoir at Buzaye Hill**

**Opportunity:** Bauchi State government seeking companies to participate in construction of 500MM transmission mains from Gubi Dam junction to reservoir at Buzaye Hill.

**Deadline:** September 13, 2018

**Contact:** Benedicta Nkwoh, [benedicta.nkwoh@trade.gov](mailto:benedicta.nkwoh@trade.gov)

=====

**KAZAKHSTAN: Seeking asbestos pollution analysis and removal services**

**Opportunity:** Waste management services company in Western Kazakhstan seeking asbestos pollution analysis and removal services.

**Contact:** [Nurlan.Zhangarin@trade.gov](mailto:Nurlan.Zhangarin@trade.gov), Commercial Specialist

=====

**PHILIPPINES: Seeking a supplier of onsite chlorine gas generators and 12.5% sodium hypochlorite generators**

**Opportunity:** Alpha Enterprises is seeking a supplier of onsite chlorine gas generators and 12.5% sodium hypochlorite generators. The Philippine company intends to sell these generators to water districts.

**For information** on The Alpha Technologies, please visit <https://thealphaenterprise.com/>.

**Contact:** [Bebe.Montesines@trade.gov](mailto:Bebe.Montesines@trade.gov), Commercial Specialist

=====

**ALGERIA: A request for clinic furniture, non-clinical equipment, imaging equipment, clinical laboratory equipment, pathology equipment, outpatient equipment, ambulance, and service vehicles**

For a new clinic being built, there is a request for clinic furniture, non-clinical equipment, imaging equipment, clinical laboratory equipment, pathology equipment, outpatient equipment, ambulance, and service vehicles. Joint venture/investment opportunity is also available.

**To receive more information about trade leads** contact your local [U.S. Commercial Service Healthcare Sector Specialist](#) for assistance.

=====

**CAYMAN ISLANDS: Pharmaceutical supplies of vitamins, minerals and medication for infusion**

Pharmaceutical supplies of vitamins, minerals and medication for infusion. Specifically, Hydroxocobalamin, B-Complex, Vitamin C, N-Acetyl-L-Cysteine, Glutathione, Dexamethasone, Ondansetron, Ranitidine, Magnesium, and Toradol.

**To receive more information about trade leads** contact your local [U.S. Commercial Service Healthcare Sector Specialist](#) for assistance.

=====

### **BENIN: LNG Gas Supply and Import Terminal**

**Background:** Benin's Ministry of Energy, Water and Mines issued a tender for bids to build, own, and operate an LNG import terminal. The Government of Benin identified the procurement of LNG resources as a priority for strengthening the country's electricity sector. This tender will aim to supply LNG storage and infrastructure for 15 years with candidates required to provide 15 to 25 million MMBTU of natural gas per year. Specific criteria for qualification can be requested from the Ministry.

**Link for more information:** For more information on submission requirements, please see <http://www.energie.gouv.bj/appele-doffre-lapprovisionnement-gaz-construction-dune-unite-flottante-de-regazification/> (Materials in French).

**Proposal Deadline:** September 28th, 2018

**Point of Contact:**

Secretary of the Public Procurement Office (PRMP)  
Ministry of Energy  
Avenue Jean Paul II  
04 BP 1412, Cotonou  
Email: [Chantal.d11@yahoo.com](mailto:Chantal.d11@yahoo.com)  
Tel: +229 21 31 29 07/ +299 21 31 29 24

=====

### **AFRICA: USTDA Announces Call for Energy Project Proposals in Africa**

The U.S. Trade and Development Agency announced today a call for initial proposals from project sponsors in sub-Saharan Africa or U.S. companies working with African project sponsors. These entities are invited to submit an initial concept paper (not to exceed five pages) on energy-related projects to USTDA no later than **Tuesday, October 2, 2018 at 12:00pm Eastern Time** to be considered for funding.

The proposal should include a brief description of the project's size and status, including project location, economic fundamentals, equipment and technology requirements, legal and regulatory considerations, and the purpose and amount of USTDA funding requested. The proposal should

also outline the sponsor's experience, potential options for financing the project, risks the project faces, and estimated potential for U.S. content in the project's implementation.

USTDA is an implementing agency of both the Power Africa and U.S.-Africa Clean Energy Finance programs, which seek to increase access to electrical power and support private sector investments in African energy infrastructure. USTDA's investments under these programs provide critical early-stage support to advance new power generation, transmission and distribution infrastructure.

### **Eligibility Criteria**

USTDA accepts proposals to support infrastructure project development in low and middle-income countries throughout sub-Saharan Africa. Teams comprised of qualifying U.S. businesses and eligible African entities from the public or private sectors may submit proposals wherever the U.S. business meets USTDA's [nationality requirements](#). See USTDA's [Guidelines for Sole Source Project Proposals](#) for more details. Eligible African entities who intend to engage a U.S. business but have not yet selected such a business may also submit proposals. If selected for funding, USTDA will assist these entities in identifying a U.S. business to conduct a mutually agreed-upon scope of work.

### **Evaluation Criteria**

USTDA will employ the following criteria among others to evaluate proposals and make programming decisions:

1. ***Potential for U.S. exports:*** USTDA's goal is to create export opportunities for manufacturing enterprises in the United States. Proposals will be evaluated based in part on the potential that projects represent for U.S. manufacturers and service providers.
2. ***Potential for financing and implementation:*** Proposals will be evaluated to determine the potential that projects have to eventually attract financing and, subsequently reach implementation. Offerors are expected to demonstrate how USTDA's grant capital will attract public and private investment, and lead to new infrastructure capacity.
3. ***Potential for development impact:*** As an implementing partner of both the Power Africa and U.S.-Africa Clean Energy Finance Initiative, USTDA strives to help enterprises build new power capacity, extend access to underserved customers, and drive public and private investment in the region's power sectors. Proposals will be evaluated based on the potential those projects represent for adding capacity, achieving new connections, and/or driving investment.
4. ***Strength of the offeror:*** USTDA will consider the credentials of the host country project sponsor and, where applicable, the expertise of the U.S. firm.

Prospective offerors may pose questions to USTDA at the following address: [PowerAfrica@ustda.gov](mailto:PowerAfrica@ustda.gov). Five-page proposals which are responsive to the evaluation criteria

may be submitted to this address no later than **Tuesday, October 2, 2018 at 12:00pm Eastern Time.**

=====

## **July 2018 Leads**

### **OMAN: Solar Lead**

- **Organization Name:** Shams Global Solutions, L.L.C.
- **Website:** <http://www.shamsoman.com>
- **Organization Type:** Service Company
- **Brief Company Description:** Renewable energy consulting, training and service
- **Local Content Requirement? If So, How Much?:** Yes – variable
- **Sovereign or Corporate Guarantee for This Project?:** Yes
- **Can Bid be Submitted in English?:** Yes
- **Product/Service(s) Seeking:** (1) Solar Contractors for Large Scale 100-500 MW Solar PV Projects, (2) Solar Power Monitoring and Web Portal Solutions, (3) Distributed and Bundled Solar Rooftop Developers.
- **Submission Deadline:** Variable
- **Type of Business Contacts:** Joint Venture Partner/Licensee
- **Should Responding Firms Write in English or Another Language:** English
- **Responses from U.S. Manufacturers Only or Agents and Distributors:** U.S. Manufacturers
- **Specific Information for U.S. Suppliers to Provide When They Respond?**
- Capable of developing and financing 100-500 MW Solar PV Projects? Capable of monitoring and managing 10's of thousands of distributed residential solar PV rooftop systems? Capable of developing and/or financing 10's of thousands of distributed residential solar PV rooftop systems?
- **List the Most Important End-Users or End-User Industries for This Product/Service:** Omani government

For more information: [Contact your local Trade Specialist](#) and Raji Daniel, U.S. Embassy Muscat, at [DanielR@state.gov](mailto:DanielR@state.gov).

=====

### **MEXICO: Asphalt AC-20 and PG 64-16**

- **Organization Name:** GMC TADA Terminal de Almacenamiento y Distribución de Asfalto S.A. de C.V.
- **Organization Website:** <http://tada.com.mx>
- **Organization Type:** Distributor/Representative, Service Company
- **Brief Company/Entity Description:** Group of companies in full evolution, consolidating us as a true leader in the commercialization, transformation and

802 West Street ● Wilmington, DE 19801  
Phone 302-656-7905 ● Fax: 302-428-0511 ● [www.wtcd.com](http://www.wtcd.com)

transportation of petroleum products; thanks to our experience over 30 years in which we have managed to be an active part of several companies and organizations, we have created a new culture of technical innovation and tradition in the service. At TADA we currently sell asphalt from the PEMEX refineries, and currently, due to an increase in our market share, we want to import asphalt to Mexico, thus ensuring our customers the availability of products under any circumstance. We have experience in specialized mobile units, in modified Asphalts, created in order to access works in any area of the Mexican Republic and ensure quality on site.

- **Objective:** Import asphalt - AC-20 and PG 64-16. Our consumption to start could be in the 1500 to 2000 tons per month but could rapidly escalate since our consumption is from 3,500 to 4,500 tons per month.
- **Sovereign or Corporate Guarantee for This Project?:** Yes
- **Can Bid be Submitted in English?:** Yes
- **Product and Services Seeking:** Asphalt AC-0, AC-9, AC-5, AC-20, PG-64-16 with their Technical data sheet (Quality, Viscosity etc.)
- **Quantity Needed:** 3500 tons per month
- **Purchase Needed By/Submission Deadline:** October-December 2018
- **Type of Business Contacts Seeking:** Manufacturer, JV Partner or Licensee, Agent / Sales Rep
- **Sales Quantities:** Long Term Supplier, Short Term Supplier
- **Language:** English, Spanish
- **Responses from U.S. Manufacturers Only or Are Agents and Distributors Acceptable?** U.S. Manufacturers
- **Information U.S. Suppliers Should Provide:** Type of product available (AC-0, AC-5, AC-9, AC-20, PG 64-16), Quantity available, Metric AC Price and if has a railroad and Railcar tankers for Transportation of the Asphalt and which railroad Company for logistics
- **Most Important End-Users:** SCT Secretaria de Comunicaciones y Transportes México CAPUFE Carreteras y Puentes Federales States Agencies of Public Infrastructure
- **Licensing or Registration Required in Market:** Bill of Landing, Commercial Invoice, an exemption permit and certificate demonstrating compliance with the Mexican product safety regulations, technical data sheet of the product.
- **Service Contract Required:** Yes

For more information: [Contact your local Trade Specialist](#) and Mario Vidana, U.S. Consulate Monterrey, at [Mario.Vidana@trade.gov](mailto:Mario.Vidana@trade.gov).

=====

## **HONDURAS: Procurement of 240 MW of Electric Power and Firm Capacity**

National Electric Utility (ENEE), <http://enee.hn>, is the National Electric Utility of Honduras. On July 4, 2018 the National Electric Utility of Honduras (ENEE) released an invitation to interested companies to participate in the International Public Bid process "Procurement of 240 MW of

Electric Power and Firm Capacity." The tender process will be executed according to International Public Bid procedures established in the General Law for the Electric Industry, as well as Procurement regulations for Electric Power and Firm Capacity.

Interested parties will be able to submit a request in writing for the respective bid terms at the address detailed below, from Monday to Friday between the hours of 8:00 a.m. – 4:00 p.m. In order to obtain bid participation rights, requests should be accompanied by a non-reimbursable payment receipt of USD 1,000 (One-Thousand Dollars). The payment deposit must be made in the Central Bank of Honduras, account No. 12100-20-000033-3. Bid documents may also be reviewed through the government's online procurement information system "HonduCompras," ([www.honducompras.gob.hn](http://www.honducompras.gob.hn)).

Bid offers must be presented to the following address: Atención Dirección de Licitaciones, ubicada en el cuarto piso del Edificio Corporativo El Trapiche II, situado en la Residencial El Trapiche, frente a "Mudanzas Internacionales," Tegucigalpa, M.D.C., Honduras, C.A., no later than 10:00 a.m. on August 20, 2018. Offers received after this date will not be accepted. After receiving the offers, ENEE will proceed to register interested participants. Technical offers will be opened and reviewed by the Bid Process Board, and should be accompanied by a Bid Offer Guarantee, as established in the bid terms.

- **Is There a Sovereign or Corporate Guarantee for This Project?:** YES
- **Can Bid be Submitted in English?:** NO
- **Local Content Requirement?:** NO
- **Quantity Needed:** 240 MW
- **Purchase Needed By/Submission Deadline:** 8/20/18
- **Sales Frequency:** Single Purchase
- **Should Responding Firms Write in English or Another Language:** No – Spanish only.
- **List the Most Important End-Users or End-User Industries for This Product / Service:**Energy Utility
- **For Tenders Trade Leads - Companies That are Already Pre-Qualified:** Additional information is available at: [www.honducompras.gob.hn](http://www.honducompras.gob.hn)

**For more information: [Contact your local Trade Specialist](#) and Rossana Lobo, U.S. Embassy Tegucigalpa, at [Rossana.Lobo@trade.gov](mailto:Rossana.Lobo@trade.gov).**

=====

### **NIGERIA: Joint Venture with Transformer Manufacturer**

Centri-Net Technology is a Service Delivery Company providing the following services 1. Power Generation using Alternative means, like solar, Wind, Mini hydro etc. 2 we provide service in the Area of Power Distribution by providing solution on reduction of losses using AMI system and Scada Cloude Infrastructure, hence supply and installation of Distribution.

802 West Street ● Wilmington, DE 19801  
Phone 302-656-7905 ● Fax: 302-428-0511 ● [www.wtcd.com](http://www.wtcd.com)



- **Organization Type:** Distributor/Representative, Service Company
- **Organization Website:** <http://www.centri-nettechnology.net>
- **Is There a Local Content Requirement?** Yes
- **Is There a Sovereign or Corporate Guarantee for This Project?:** No
- **Describe the Product and Services Seeking:** 1 2.5MVA, 33/0.400KV COMPACT PACKAGED SUBSTATIONS 2 1MVA, 33/0.400KV COMPACT PACKAGED SUBSTATIONSETC
- **Type of Business Contacts:** JV Partner or Licensee, Agent / Sales Rep
- **Sales Quantities:** Long Term Supplier
- **Language:** English
- **Responses from U.S. Manufacturers Only or Are Agents and Distributors Acceptable?** U.S. Manufacturers Only
- **Objective:** We want a joint Venture with Transformer Manufacturers, for both step down and step up, up to 5MVA transformers.
- **Most Important End Users:** The Nigeria Utility Distribution company (DISCOS) The Transmission company of Nigeria
- **Licensing or Registration Required in Your Mkt:** Standard Organisation of Nigeria Certification (SON)
- **Service Contract Required:** Yes

For more information: [Contact your local Trade Specialist](#) and **Benedicta Ngozi Nkwoh**, U.S. Embassy Lagos, at [Benedicta.Nkwoh@trade.gov](mailto:Benedicta.Nkwoh@trade.gov).

=====

#### **NIGERIA: Upcoming Tender - Rural Electrification Agency (REA)**

Notification for U.S. energy firms with off-grid technologies and services to position themselves for upcoming projects that will be announced in the next coming months. The Rural Electrification Agency (REA) informed the U.S. Embassy in Lagos that they have secured Board approval and will proceed with the tender as soon as the Federal Executive Council approves. The turnaround will be very fast – the Embassy was told between 2 weeks to 3 months.

**IDA Credit:** \$350.00 million equivalent | **Maturity:** 30 years, **Grace:** 5 years | **Project ID:** P161885

**Project description:** The program will help increase access to electricity services for households, public educational institutions, and underserved micro, small and medium enterprises.

<http://www.worldbank.org/en/news/press-release/2018/06/27/nigeria-world-bank-ramps-up-support-for-human-capital-governance-energy-and-climate-change>

**Closing Date:** October 31, 2023

**Total Project Cost\*\*:** US\$ 765.00 million | **Commitment Amount:** US\$ 350.00 million

802 West Street ● Wilmington, DE 19801  
Phone 302-656-7905 ● Fax: 302-428-0511 ● [www.wtcd.com](http://www.wtcd.com)

The project abstract is drawn from the PAD, SAR or PGD and may not accurately reflect the project's current nature.

\*\* Total project cost includes funding from World Bank and non-bank sources in US\$ millions. Active and Closed projects show commitment at Board approval. It does not reflect any cancellations. Proposed (pipeline) and dropped projects show the forecast amount. The commitment amount for projects in the pipeline is indicative and may be modified during the project preparation.

#### **ABSTRACT\***

The development objective of the Electrification Project for Nigeria is to increase access to electricity services for households, public educational institutions, and underserved (MSMEs) micro, small, and medium enterprises. The project comprises of four components. The first component, solar hybrid mini grids for rural economic development will be implemented under a market-based private sector led approach to construct, operate, and maintain economically viable mini grids, supported by subsidies that reduce initial capital outlays. It consists of following sub-components: (i) minimum subsidy tender for mini grids; and (ii) performance-based grants program. The second component, stand-alone solar systems for homes and MSMEs goal is significantly increase the market for stand-alone solar systems in Nigeria in order to provide access to electricity to more than one million Nigerian households and MSMEs at lower cost than their current means of service such as small diesel gensets. It consists of following sub-components: (i) market scale-up challenge grants; and (ii) performance-based grants. The third component, energizing education objective is to provide reliable, affordable, and sustainable power to public universities and associated teaching hospitals. The fourth component, technical assistance is designed to build a framework for rural electrification upscaling, support project implementation as well as broad capacity building in Rural Electrification Agency (REA), Nigerian Electricity Regulatory Commission (NERC), Federal Ministry of Power, Works, and Housing (FMPWH), and other relevant stakeholders.

**For more information:** [Contact your local Trade Specialist](#) and **Benedicta Ngozi Nkwoh**, U.S. Embassy Lagos, at [Benedicta.Nkwoh@trade.gov](mailto:Benedicta.Nkwoh@trade.gov).

=====

#### **IRAQ: Kurdistan Sourcing Requests for a Complete Steel Mill or Equipment for a Steel Mill**

A business developer who works with a group of private investors in Kurdistan, Iraq is interested in purchasing the equipment for a steel mill. The equipment must be ready to operate so they can begin work as soon as it is delivered and installed. The mill will operate in Kurdistan. The dialogue will initially be handled via the United States.

**For more information:** Please feel free to contact our office at [info@wtcde.com](mailto:info@wtcde.com).

=====

### **ISRAEL: Containerized Repair Station**

An experienced project manager is looking for industrial solutions that can come in one container, such as a mobile repair facility.

**For more information:** Please feel free to contact our office at [info@wtcde.com](mailto:info@wtcde.com).

=====

### **ISRAEL: Tourism & Aviation Promotion in Israel & Denmark**

GBD is a business development and marketing company established in 2011, with offices in Tel Aviv, Israel and in Copenhagen, Denmark. GBD's main areas of expertise are tourism, aviation and all types of logistics.

GBD is currently looking to represent airlines and tourism organizations from the US and Canada in Israel and Denmark.

**For more information:** Please feel free to contact our office at [info@wtcde.com](mailto:info@wtcde.com).

=====

### **ISRAEL: Mobility Solutions for the Handicapped**

A leading Israeli importer of medical applications is looking for mobility applications relative to wheelchairs and those wheelchairs bound.

**For more information:** Please feel free to contact our office at [info@wtcde.com](mailto:info@wtcde.com).

=====

### **ISRAEL: Fast Drying Medical Plaster for Casts**

A major Israeli importer is looking for a producer of fast drying medical plaster for casts and related applications.

**For more information:** Please feel free to contact our office at [info@wtcde.com](mailto:info@wtcde.com).

=====

### **IRAQ: Proposal for a US Branch University in Kurdistan, Iraq**

An American company active in Iraq is currently working with investors in Kurdistan Iraq to

open a branch of an accredited U.S. university in Erbil, Kurdistan, Iraq. The goal would be to graduate students from the region in accordance with U.S. university curriculum and excellent level of education. The undergraduate university branch would be privately owned but would adhere to the agreement reached with the U.S. University in all its programs.

The proposed criteria for establishing a branch may include the following:

1. The programs at the campus in Kurdistan would be accredited as a branch of the U.S. university. The U.S. university would assist with the needed direction of attaining such accreditation.
2. The logo and name used for the Kurdistan university would be the same as the U.S. university except for mentioning that it is a branch in Kurdistan.
3. Courses and undergraduate requirements would be based on the U.S. university curriculum and requirements for a U.S. degree.
4. Graduates in the Kurdistan university branch would graduate with the same level degree as the U.S. university. (If needed, this may require the student to spend a year or two in the U.S. university which can be discussed).
5. The Dean picked to run the Kurdistan branch would report to the Provost of the U.S. university.
6. Classes will be taught in English.

**For more information:** Please feel free to contact our office at [info@wtcde.com](mailto:info@wtcde.com).

=====

### **Trinidad and Tobago Electricity Commission (T&TEC): Seeking to Source Utility Materials for Disaster Situations**

T&TEC is interested in sourcing utility materials for disaster situations. Seeking distribution line materials, conductors, insulators, connectors, transformers (pole & pad mount <100kVA), poles (10m & 12m). Basically materials to restore the HV (12kV) and LV (110/220 Volt) network if lines are struck down during a hurricane or other disaster.

**For more information and the full list of materials needed:** Contact Marissa Nicholas, U.S. Embassy, Port of Spain, at [nicholasmr@state.gov](mailto:nicholasmr@state.gov).

=====

### **Major Turkish EPC Contractor, KOLIN, Seeking U.S. Based EPC Contractor for Projects in the Middle East**

A major Turkish EPC Contractor, [KOLIN](#), is seeking for a US based EPC (Engineering-Procurement-Construction) contractor for the projects in the Middle East, which has successfully completed refinery projects (especially specialized in oilfins and aromatics integrated) to participate at the upcoming tender jointly in a consortium.

**For more information:** Contact [Serdar Centinkaya](#), U.S. Embassy Ankara.

=====

**KAZAKHSTAN: Seeking asbestos pollution analysis and removal services**

**Opportunity:** Waste management services company in Western Kazakhstan seeking asbestos pollution analysis and removal services.

**Contact:** [Nurlan.Zhangarin@trade.gov](mailto:Nurlan.Zhangarin@trade.gov), Commercial Specialist

=====

**PHILIPPINES: Seeking a supplier of onsite chlorine gas generators and 12.5% sodium hypochlorite generators**

**Opportunity:** Alpha Enterprises is seeking a supplier of onsite chlorine gas generators and 12.5% sodium hypochlorite generators. The Philippine company intends to sell these generators to water districts. For information on The Alpha Technologies, please visit <https://thealphaenterprise.com/>.

**Contact:** [Bebe.Montesines@trade.gov](mailto:Bebe.Montesines@trade.gov), Commercial Specialist

=====

**VIETNAM: Seeking a long-term supplier for 1400 metric tons of scrap LDPE Film Pressed in Bale, used PP Big Bag (brown and white), off grade pellet, sweep-floor pellet, and PVC regrind**

**Opportunity:** An importer of scrap/recycled material is seeking a long-term supplier for 1400 metric tons of scrap LDPE Film Pressed in Bale, used PP Big Bag (brown and white), off grade pellet, sweep-floor pellet, and PVC regrind. The HS codes include 3915.10.90, 3915.20.90, 3915.30.90 and 3915.90.00.

**Contact:** [Nam.Tran@Trade.gov](mailto:Nam.Tran@Trade.gov), Commercial Specialist

=====

**June 2018 Leads**

**PHILIPPINES: Seeking a supplier of onsite chlorine gas generators and 12.5% sodium hypochlorite generators**

**Opportunity:** Alpha Enterprises is seeking a supplier of onsite chlorine gas generators and 12.5% sodium hypochlorite generators. The Philippine company intends to sell these generators to water districts. For information on The Alpha Technologies, please visit <https://thealphaenterprise.com/>.

**Contact:** [Bebe.Montesines@trade.gov](mailto:Bebe.Montesines@trade.gov), Commercial Specialist

=====

**VIETNAM: Seeking a supplier for 1400 metric tons of scrap LDPE Film Pressed in Bale, used PP Big Bag (brown and white), off grade pellet, sweep-floor pellet, and PVC regrind**

**Opportunity:** An importer of scrap/recycled material is seeking a long-term supplier for 1400 metric tons of scrap LDPE Film Pressed in Bale, used PP Big Bag (brown and white), off grade pellet, sweep-floor pellet, and PVC regrind. The HS codes include 3915.10.90, 3915.20.90, 3915.30.90 and 3915.90.00.

**Contact:** [Nam.Tran@Trade.gov](mailto:Nam.Tran@Trade.gov), Commercial Specialist

=====

**TAIWAN: Seeking to build-up Kaohsiung Linhai Water Treatment and Water Reclamation Plant**

**Opportunity:** Kaohsiung City is seeking to build-up Kaohsiung Linhai Water Treatment and Water Reclamation Plant. The plant will provide water to the Kaohsiung Linhai Industrial Park Service Center. The target recycled water capacity is 60,000 tons a day. The weblink to the tender in English: <https://ppp.mof.gov.tw/PPP.EngWeb/Project/Govplan/1070205>. The weblink to the tender in Chinese:

<https://ppp.mof.gov.tw/PPP.Website/Case/ShowGovplanAnnounce.aspx?Type=tube&AnnounceNo=1070205>.

**Contact:** [David.JLee@trade.gov](mailto:David.JLee@trade.gov), Commercial Specialist

=====

**SINGAPORE and INDIA: Seeking U.S. partners active in the E-Waste Recycling industry**

**Opportunity:** Company in Singapore is seeking U.S. partners active in the E-Waste Recycling industry to establish business opportunities in Singapore and India.

**Contact:** [Ms. Sherry Ng](mailto:Ms.SherryNg), Commercial Specialist

=====

**PAKISTAN: Looking for complete solution for water filtration treatment**

**Opportunity:** Company in Pakistan looking for complete solution for water filtration treatment and its continuous circulation throughout its water amusement park project (~5 acres area) in Karachi City

**Deadline:** 6/25/2018

**Contact:** [Tashfeen Mehdi](#), Commercial Specialist

=====

**TURKEY: Seeking sampling pumps and high volume particulate matter samplers**

**Opportunity:** Company in Istanbul is seeking sampling pumps (sequential tube samplers) and high volume particulate matter samplers.

**Contact:** [Yaprak Cakilcioglu](#), Commercial Specialist, [Ceren Okumus](#), Commercial Specialist

=====

*Please see the contact information below for the leads that are listed here:*

**EL SALVADOR:** In search of equipment for a footwear laboratory.

**GUATEMALA:** Interested in finding U.S. companies that can offer the services for development and formulation of pharmaceutical products.

**MALAYSIA:** Seeking top U.S. generic manufacturers which offer chronic care pharmaceuticals like asthmatic inhalers or off-patent pharmaceuticals for allergy and diabetes.

**MALAYSIA:** Seeking drones with specific equipment (i.e. defibrillator, first aid kit, etc.) as a first responder for patients

**MALTA:** Accepting bids for the Provision of Services to Develop and Install an IT Solution for Pharmaceutical Affairs.

**MALTA:** Accepting proposals for the Procurement of the Infrastructure and Services Required to Implement and Operate an Interface Engine for Health Data Exchange.

**SINGAPORE:** Liquid, elemental iron syrup for infants/children at no more than 30mg of elemental iron per dosage, preferably lower.

**SOUTH AFRICA:** Interested in becoming a distributor for a U.S. manufacturer of blood and fluid warmers.

**THAILAND:** Supplier of medical devices is looking for suction units and gynecological obstetric tables.

**To respond to these trade leads listed above, please contact [your local trade specialist](#).**

=====

**INDONESIA: Sustainable Lowland Agriculture in Indonesia**

**Assignment Description:** This study forms an important part of the World Bank's Indonesia Landscapes Program. With many of the peatlands drained and in a state of degradation, rural livelihoods need to adapt to new threats and opportunities within the landscape. Given the government's plans to restore currently drained and occupied lowland areas, an assessment is needed to identify potential alternative crops and sustainable production systems that are appropriate for smallholders in the affected lowlands. The outcomes of the analysis would inform an important policy discussion among the various government institutions, including the Ministries of Agriculture and Public Works and the Peatland Restoration Agency, to shape the business case for improved management of natural resources in Indonesia's lowlands.

<https://wbgeconsult2.worldbank.org/wbgec/index.html>

Click “**Business Opportunities**” (the top right of the homepage). Then look for Selection # 1257454

**Deadline:** 11-June-2018 at 11:59:59 PM (Eastern Time – Washington D.C.)

=====

**MADAGASCAR: National Multi-Tier framework Energy Access Household Energy Survey**

**Assignment Description:** The World Bank-ESMAP team is launching the first Global Energy Access Household Surveys to set a baseline to track progress towards Sustainable Energy for All (SE4All) goal and Sustainable Development Goal (SDG) number 7 on access to affordable, reliable and sustainable modern energy by 2030. A reputed local firm with extensive experience in household surveys is sought to conduct the baseline survey on energy access using the multi-tier framework approach to track progress towards SDG7. The survey will be nationally representative and administered to both urban and rural localities. The firm will work with the World Bank-ESMAP to pre-test, finalize and implement the survey. Data collection should be carefully monitored to ensure high quality information.

<https://wbgeconsult2.worldbank.org/wbgec/index.html>

Click “**Business Opportunities**” (the top right of the homepage). Then look for Selection # 1257833

**Deadline:** 14-June-2018 at 11:59:59 PM (Eastern Time – Washington D.C.)

=====

**INDONESIA: Technical Assistance to Prepare the Digital Transformation Vision and the Enterprise Architecture Blue Print for the Ministry of Finance of Indonesia**

**Assignment Description:** The primary objective of the assignment is to develop a Digital Transformation Vision and a Blue Print for the Enterprise Architecture (EA). Both the Vision



and the EA Blue Print will drive the future development of digital products and other digitization of services of Ministry of Finance (MOF).

The assistance from the firm will include the following:

- a) Finalization Digital Transformation Vision of the MOF.
- b) Development of comprehensive EA Blue Print of MOF

The selected firm will work in close collaboration with Government of Indonesia Enterprise Architecture Team including members from the CTO, PUSINTEK and ORGANTA. The selected firm will directly report on the overall progress of the assignment to the Task Team Leader of the World Bank, who will approve all plans and deliverables.

The selection of firms will be done using Quality and Cost criteria, with 80 % weight to the Quality and 20 % weight to the Cost.

<https://wbgeconsult2.worldbank.org/wbgec/index.html>

Click “*Business Opportunities*” (the top right of the homepage). Then look for Selection # 1257804 - Page 2.

**Deadline:** 18-June-2018 at 11:59:59 PM (Eastern Time – Washington D.C.)

=====

### **ETHIOPIA: Nutrition Interventions under the Second Agricultural Growth Project (AGP2)**

**Assignment Description:** The Project Development Objective of AGP2 is to increase agricultural productivity and commercialization of smallholder farmers. The project supports nutrition interventions through the diversification of crop and livestock production including the identification and dissemination nutrition dense crops and livestock technologies, increased attention to processing and storage of foods and awareness of nutritional issues at household level.

Among the planned interventions under AGP2 are tailor-made nutrition messages delivered through videos which will be evaluated through an impact evaluation led by the World Bank Africa Region Gender Innovation Lab (GIL). This assignment will be conducted with the specific purpose of strengthening the nutrition activities of AGP2. The impact evaluation aims to inform the Ministry of Agriculture and other associated agencies on how to strengthen nutrition sensitive agriculture and improve the nutritional status of households in Ethiopia.

**Submission Requirements:** Interested firms should provide information demonstrating that they have the required qualifications and relevant experience to perform the services. The shortlisting criteria are: (i) demonstrated significant experience in developing multi-media extension material for audiences in low income countries; (ii) relevant work-experience in developing agricultural

and nutritional education material for a rural Ethiopian audience; (iii) experience implementing video demonstration interventions in an impact evaluation setting; (iv) good understanding of the impact of gender structures in the successful uptake of agricultural extension advice.

<https://wbgeconsult2.worldbank.org/wbgec/index.html>

Click “**Business Opportunities**” (the top right of the homepage). Then look for Selection # 1257790 - Page 2.

**Deadline:** 19-June-2018 at 11:59:59 PM (Eastern Time – Washington D.C.)

=====

### **TUNISIA: Institutional Review for Tunisias oil and Gas Sector**

**Assignment Description:** The World Bank is supporting the Government of Tunisia to lay the groundwork to strengthen the regulatory framework and improve governance in the upstream gas sector. This particular activity will support the roll-out of an institutional review of the hydrocarbon sector.

The World Bank seeks to recruit an experienced firm to review the current institutional setting of the hydrocarbon sector and provide recommendations to modernize the sector. All qualified firms who are interested in the assignment are invited to submit an expression of interest.

**Submission Requirements:** The World Bank Group now invites eligible firms to indicate their interest in providing the services. Interested firms must provide information indicating that they are qualified to perform the services (brochures, description of similar assignments, experience in similar conditions, availability of appropriate skills among staff, etc. for firms; CV and cover letter for individuals). Please note that the total size of all attachments should be less than 5MB. Consultants may associate to enhance their qualifications.

<https://wbgeconsult2.worldbank.org/wbgec/index.html>

Click “**Business Opportunities**” (the top right of the homepage). Then look for Selection # 1257686 - Page 3.

**Deadline:** 28-June-2018 at 11:59:59 PM (Eastern Time – Washington D.C.)

=====

### **TUNISIA: Review of Legal and Fiscal Framework for Upstream Hydrocarbons**

**Assignment Description:** The World Bank is supporting the Government of Tunisia to improve the governance and the competitiveness of its oil and gas sector. The technical assistance is funded by a grant aimed to help the Government of Tunisia lay the groundwork to strengthen the regulatory framework and improve governance in the upstream gas sector. This particular

activity will support the enhancement of the legal, fiscal, contractual and regulatory framework of the hydrocarbon sector.

The World Bank seeks to recruit an experienced firm to advise on the best practices for legal and fiscal framework for upstream hydrocarbons. All qualified firms who are interested in the assignment are invited to submit an expression of interest.

**Submission Requirements:** The World Bank Group now invites eligible firms to indicate their interest in providing the services. Interested firms must provide information indicating that they are qualified to perform the services (brochures, description of similar assignments, experience in similar conditions, availability of appropriate skills among staff, etc. for firms; CV and cover letter for individuals). Please note that the total size of all attachments should be less than 5MB. Consultants may associate to enhance their qualifications.

<https://wbgeconsult2.worldbank.org/wbgec/index.html>

Click “**Business Opportunities**” (the top right of the homepage). Then look for Selection # 1257684 - Page 2.

**Deadline:** 20-June-2018 at 11:59:59 PM (Eastern Time – Washington D.C.)

=====

*Please see the contact information below for these tenders & projects from Libya:*

**LIBYA: Oil and Gas, Infrastructure and Construction**

Rehabilitation contractors to provide approaches with Field Operators to execute project

**Deadline:** 17 August 2018

**LIBYA: Ports, Waterways and Shipping, Fire Safety and Security, Infrastructure & Construction**

Construction of Marine Equipment Storage area (1,314 m2 building) complete with A/C, communication & Fire Fighting Systems

**Deadline:** 23 August 2018

**LIBYA: Industry – Machinery**

Refurbishment of Steam Boiler (20-B-1A/E)

**Deadline:** 26 November 2018

**LIBYA: Industry - Machinery, Oil and Gas Description: Supply of Spare Parts for NI Shaffer**

**Deadline:** 02 Nov 2018

**LIBYA: Purchase of Portable and Personal Gas Detectors for Amal Oil Field.**

**Deadline:** 21 November 2018

**LIBYA: Industry – Machinery Purchase of Integrated Nitrogen Generator and Filling System**

**Deadline:** 02 September 2018

**LIBYA: Telecommunications, Energy, Power and Electrical, Infrastructure and construction Installation of Fiber Optic Cable from Kilometer 101 to Alraqhobh Field**

**Deadline:** 03 Dec 2018

**LIBYA: Oil and Gas, Infrastructure and construction, Services**

Maintenance and Replacement of Pipes Radiation Area of the Main Heater H-101 Sirte Refinery

**Deadline:** 02 November 2018

**LIBYA: Industry - Oil and Gas, Ports, Shipping, Infrastructure and construction**

Installing Production Equipment at Field Sinaon

**Deadline:** 12 November 2018

**LIBYA: Consultancy – Engineering**

Reservoir Study the Role of Field Mansour and Succor

**Deadline:** 13 November 2018

**LIBYA: Transportation - Ports, Waterways and Shipping, Oil & Gas, Infrastructure and construction**

Provision of Installation of Early Production Facilities

**Deadline:** 22 November 2018

**LIBYA: Infrastructure and construction**

Maintenance Project Repository of Naval Operations

**Deadline:** 02 December 2018

**LIBYA: Infrastructure – Building**

Construction of Store Equipment to Combat Marine Pollution

**Deadline:** 03 December 2018

**LIBYA: Infrastructure – Airports**

New Building Project for Brega Airport

**Deadline:** 17 November 2018

**LIBYA: Infrastructure & Construction**

Building Workshops for Auto Maintenance Company Sites

(Bed, Fountain, an Obelisk, White, Hamada, Harika Marina)

**Deadline:** 13 Jan 2019

**LIBYA: Industrial Automation, Energy, Power and Electrical, Infrastructure and construction**

Rehabilitate the Electrical Network and Install a SCADA/DMS System for Monitor & Control  
**Deadline:** 12 Feb 2019

**LIBYA: Oil & Gas Equipment**

Purchase of Spare Parts for NL Shaffer: Set Ram, Assay Complete, etc.

**Deadline:** 09 August 2018

**LIBYA: Telecommunications**

Setting up a Communications Building - Tobruk ( O-33 ).

**Deadline:** 13 Jan 2019

**LIBYA: Consultancy – Tourism**

Providing of Travel and Tourism Services

**Deadline:** 20 September 2018

**LIBYA: Healthcare and Medical, Consultancy - Health, Services**

International Consultant for LIBI36 Prevention of drug abuse and HIV/AIDS among drug users, injecting drug (users and vulnerable populations in Libya)

**Deadline:** 30 November 2018

**LIBYA: Infrastructure - Building, Transportation - Water and Sanitation**

Implementation of the project for the creation of marine pollution control Equipment store including boot store area and the establishment of a number of offices and restrooms within the store as well

**Deadline:** 05 Jan 2019

**LIBYA: Infrastructure – Building**

Refurbishment & Development of OUZU Tourist Hotel

**Deadline:** 29 Jan 2019

**LIBYA: Industry - Machinery, Industry – Automobiles**

Purchase of Heavy Equipment's for all oil fields

**Deadline:** 08 November 2018

**For more information:** Tel: +972.2.571.0199 or at email: [seth.vogelman@atid-edi.com](mailto:seth.vogelman@atid-edi.com)

=====

**MYANMAR: Myanmar Distributed Generation Scoping Study**

**Assignment Description:** The International Finance Corporation (IFC) is seeking consultancy services to undertake an analysis of the current market and key barriers for distributed clean power generation solutions in Myanmar. This study will primarily focus on the potential for distributed PV solutions providing power to clients on a commercially viable scale, including both grid-connected and off-grid facilities. In particular, it should focus on the market for

commercial and industrial customers, rather than minigrids or other residential applications. The result of this study will be an overview of the commercial and regulatory environment for these types of projects, and the potential business models that would be viable in the Myanmar context; as well as a market mapping of the main companies active in this space in Myanmar and potential customers that could serve as a pipeline of projects for suppliers and investors in the future.

<https://wbgeconsult2.worldbank.org/wbgec/index.html>

Click “**Business Opportunities**” (the top right of the homepage). Then look for Selection # 1257953 - Page 3.

**Deadline:** 28-June-2018 at 11:59:59 PM (Eastern Time – Washington D.C.)

=====

## **May 2018 Leads**

### **GHANA: MCC Power Compact Procurement Opportunities**

**Details:** Ghana Power Compact (2016–2021)

MCC’s \$498 million compact is helping the Government of Ghana transform the power sector through private sector participation and key policy and institutional reforms that will provide more reliable and affordable power to Ghana’s businesses and households.

#### **Highlighted Compact Projects:**

1. The Access Project (\$10 million)
2. The Electricity Company of Ghana Financial and Operational Turnaround Project (\$148.5 million)
3. Energy Efficiency and Demand Side Management Project (\$26 million)
4. Northern Electric Distribution Company Financial and Operational Turnaround Project (\$54 million)
5. Power Generation Sector Improvement Project (\$15.5 million)
6. Regulatory Strengthening and Capacity Building Project (\$3.4 million)
7. ECG Opportunities—Technical Loss Reduction Projects

#### **Pokuase Bulk Supply Point**

- Package 1A: 330/33 kV GRIDCo substation
- Package 1B: 33/11 kV ECG substation
- Design, supply, installation, and commissioning
- Both will be offered under a single responsibility contract; procurement to be launched June 2018
- Package 2: Outgoing 33 and 11 kV interconnecting lines (underground and overhead); target September 2018.
- Both will use FIDIC Yellow Book Contract (Design-Build)

Line Bifurcation and Network Improvements (QIII-QIV 2018)

•Multiple packages to be released by districts in Accra West

**Contact:** Send an email to [paghana@charleskendall.com](mailto:paghana@charleskendall.com) in order to register your interest in the activities you would like to follow. This will allow the Ghana MiDA team to keep you updated and/or provide you with an SPN when the activity starts.

=====

### **MALI: Mini Hydro Power Project Power Plant Expansion and Related Network Distribution Project**

#### **Background:**

The government of Mali has received donations from the African Development Funds (ADF) and Transition Support Program (FAT) to fund a project for expansion of a mini hydro power plant with related distribution network (PDM-HYDRO).

#### **Specific Objective of the project:**

- increase the public power generation capacity to 8,9 MW
- connect 12,500 subscribers to the network in rural areas
- Reduce greenhouse gas pollution by 15,800 TeCO<sub>2</sub> / per year with a reduction in time required for the use of electricity generators
- Provide technical assistance to perform a feasibility study of the project to enable electrification of 60 rural settlements and the construction of a hydroelectric plant.

The project is comprised of three phases: i) Construction of infrastructure of the hydro power plant and related distribution network in Djenne and Talo, ii) Institutional support, iii) Project Management.

**Timeline:** Tender documents should be submitted no later than *October 1, 2018*.

#### **Power Africa POC for U.S. companies:**

Rebecca Taylor

U.S. Embassy Mali

Email: [TaylorRA3@state.gov](mailto:TaylorRA3@state.gov)

=====

### **MOZAMBIQUE: Tender Opportunity for Advanced Meter Reading**

**Background:** The government of Mozambique has obtained financing from the World Bank, which is in the process of being channeled through the national power utility, Electricidade de Moçambique (EDM) as the Project Implementation Agency, towards the cost of Power Efficiency and Reliability Improvement Project.

The government intends to apply part of the proceeds toward payments under the contract for supply, installation and commissioning of Automatic Meter Reading (AMR).

EDM now invites sealed bids from eligible bidders for supply, installation and commissioning of AMR to its customers' premises.

**For more information:** See here. Interested eligible bidders may obtain further information and bidding documents from EDM, Social Energy Directorate, from Mr. João Catine at [joao.catine@edm.co.mz](mailto:joao.catine@edm.co.mz)

**Power Africa POC for U.S. Companies:**

Daniel Donato  
Commercial Specialist—U.S. Embassy  
U.S. Commercial Service  
Maputo, MOZAMBIQUE  
Email: [Daniel.Donato@trade.gov](mailto:Daniel.Donato@trade.gov)

=====

**Cote d'Ivoire Ministry of Energy has recently launched a call for Expressions of Interest for a new solar power project.**

**Background:**

Energy source: Solar project  
Capacity: 25 MW  
Tariff expected: < 50 FCFA/kWh (approx. 9.2 cent per kWh)  
Location: Odienné (north)

**Submission Deadline : May 25, 2018, 10:00am (Abidjan time)**

Shortlist for tendering process: 7 companies

For more information: Consult the new Ministry's website: <http://mpeder.ci/>

**Ministry POC:**

Name: N'GORAN Konan Norbert  
Title: Directeur de la Maîtrise d'Énergie et des Énergies Renouvelables Direction Générale de l'Énergie (DGE)  
Tel: (225) 20 20 61 45  
Email : [sac.cisse@gmail.com](mailto:sac.cisse@gmail.com) / [ngoran.k.norbert@gmail.com](mailto:ngoran.k.norbert@gmail.com)

=====

**NIGERIA: Nigeria Electricity Transmission Project (NETAP)**



The Federal Government of Nigeria, on behalf of the Transmission Company of Nigeria (TCN), has applied for financing to the amount of Four Hundred and Eighty-Six Million United States Dollars (USD 486 million) equivalent from the World Bank toward the cost of the Nigeria Electricity Transmission Project (NETAP), and it intends to apply part of the proceeds to payments for goods, works, related services and consulting services to be procured under this project.

**For more information:** Click [here](#).

Interested eligible bidders who wish to be included on the mailing list to receive invitations to prequalify/bid under International Competitive Procedures should send their request to any of the two addresses below:

**Address (1)** Transmission Company of Nigeria – Project Management Unit (TCN-PMU)  
Conference Room 1, Attention: Engr. A. J. Ciroma -General Manager PMU No. 7, Hombori Street, Wuse 2, Abuja 900288, Nigeria Tel: +234-808 028 8802, +234 808 028 8803  
E-mail: [tcnpmu@tcnpmu.ng](mailto:tcnpmu@tcnpmu.ng) & [jciroma@tcnpmu.ng](mailto:jciroma@tcnpmu.ng) Website: <http://www.tcnpmu.ng>

**Address (2)** Usman Gur Mohammed Interim Managing Director / Chief Executive Officer  
Transmission Company of Nigeria TCN Corporate Headquarters No. 14, Zambezi Crescent, Maitama Abuja, Nigeria E-mail: [mohammed.ug@tcnmail.com](mailto:mohammed.ug@tcnmail.com)

=====

**MAURITIUS: Request for Proposal for the Setting up of Waste-to-Energy Plants in Mauritius (CPR-4195) issued by the Central Electricity Board (CEB)**

**For more information:** Click [here](#).

**Bid deadline:** June 8, 2018 at 10h00 (Mauritius time)

=====

**BRAZIL: Grupo Dislub Equador**

Seeking Ethanol - Brazilian ANP Specs. 30,000 m<sup>3</sup> / month. Long-term supplier.

**For more information:** Contact [Moacir Rodovalho](#), U.S. Consulate Recife.

**BRAZIL: Grupo Dislub Equador**

Seeking Diesel Type A - S-10 and S-500 at 25,000 + M3° / month Long-term supplier.

**For more information:** Contact [Moacir Rodovalho](#), U.S. Consulate Recife.

**BRAZIL: Grupo Dislub Equador**

Gasoline Type A at 10,000+ m<sup>3</sup> / month. Long-term supplier.

**For more information:** Contact [Moacir Rodovalho](#), U.S. Consulate Recife.

=====

**RUSSIA: New hyaluronic fillers, mesotherapy and biorevitalization products for exclusive distribution**

**UAE: UAE distributor looking for U.S. brand facial fillers manufacturer for dermatologist and plastic surgeon use.**

To respond to these trade leads, please [contact your local trade specialist](#)

=====

**SOUTH AFRICA: Request for Information for the Identification of Energy Storage Technologies and Systems for Multipurpose Applications**

**Background:** Eskom Holdings SOC Ltd (Eskom) invites submissions in response to a request for information (RFI) for the identification of energy storage technologies and systems for multipurpose applications. The scope of work includes: information on storage technology solution options; information on integration and control systems; supplier/company track record information; application and siting information; system performance information; operation and maintenance requirements; and anticipated system life cycle.

The RFI on various storage technology options is to enable Eskom research to identify all industry role players and stakeholders, available technology and solution options, and also any possible localization and job creation opportunities. This information, once collated in an energy storage database, will assist Eskom to make informed technology decisions with respect to appropriate application of storage technologies throughout its network and systems including at a customer level.

This RFI is a stand-alone, information-gathering, and market-testing exercise, intended only to inform and assist Eskom's further deliberation and development of a strategy for the Drafting note: technologies used in the Energy Storage technologies and systems for multipurpose applications. Eskom may request indicative prices if so stated in this RFI.

**Link for more information:**

<http://tenderbulletin.eskom.co.za/Tenders/Docs?TENDERID=39099>

**Proposal Deadline:** The deadline for submission is *Friday, May 18, 2018 at 10:00am South African Standard Time (SAST)*. The RFI responses should be submitted as an original copy (for the tender office) and accompanied by one hard copy (evaluation) and one soft copy on CD.

A clarification meeting for the RFI will be held on Tuesday, May 8, 2018 at 9:00am SAST at the Eskom Research and Innovation Centre in Rosherville. Tenderers must confirm their intention to attend the clarification meeting by email to [ngwenyas@eskom.co.za](mailto:ngwenyas@eskom.co.za) by no later than Thursday,

May 3, 2018 at the end of business SAST. The email should state the name, position, and contact details of each proposed attendee.

The closing time for clarification of queries is five days before the deadline for tender submission.

**Point of Contact:** Eskom has delegated the responsibility for this RFI to Mr. Stanley Ngwenya ([ngwenyas@eskom.co.za](mailto:ngwenyas@eskom.co.za))

**Tender Office Address:** Eskom Megawatt Park Tender Office  
Northside, Maxwell Drive  
Sunninghill, Johannesburg

=====

**ISRAEL: Generic & Brand Name Drugs**

DNL is active in the registration and import of licensed drugs (generic and brands), import of unlicensed pharmaceuticals, wholesale of drugs according to GMP & GDP approvals.

► The company is looking for new suppliers in the pharmaceutical field, both manufacturers & wholesalers.

=====

**ISRAEL: Prescription Drug Manufacturers**

An Israeli pharmaceutical importer is looking for new partners and prescription drug manufacturers.

The company covers the whole market in Israel: hospitals, clinics and pharmacies, RA, product registration & pharmacovigilance and also covers all regulatory aspects of registration process, quality assurance, batch release and pharmacovigilance.

=====

**ISRAEL: Kitchen Appliances & Related Applications**

Israeli importer of home electric appliances is looking for manufacturers of kitchen appliances, built-in gas, electric cooking plates, ovens and other kitchen appliances.

=====

**ISRAEL: Manufacturers of BOPET & BOPP Films**

Israeli importer of materials and equipment for the printing and packaging industries is looking for manufacturers of BOPET and BOPP films for their markets

=====

### **ISRAEL: Various Medical & Pharmaceutical Applications**

A well-known and experienced Israel firm is looking to Import/Represent/Franchise: **Medical Devices - Rehabilitation, wound management, wound prevention, bandages, quality control for pharmacy, food and patient care.**

=====

### **April 2018 Leads**

#### **MAURITIUS: Setting Up of Waste-to-Energy Plant(s)**

**Background:** The Central Electricity Board (CEB) of Mauritius is inviting qualified and eligible bidders to submit proposals for the “Setting Up of Waste-to-Energy (WtE) Plant(s) in Mauritius.” A complete set of English bidding documents may be downloaded by interested bidders upon payment of a non-refundable fee of MUR 10,000 plus VAT by bank check at the CEB Registry, Royal Road, Curepipe or via bank transfer of USD 305 or EURO 250 directly to CEB Bank Accounts as detailed in the Invitation for Bids (IFB).

**Link for more information:** Please see <http://ceb.intnet.mu/CEBPublish/Documents/RFP-CPR-4195.pdf>, and [Addendum 1](#).

**Proposal Deadline:** In a sealed envelope clearly marked RFP-CPR-4195-Request for Proposal For the Setting Up of Waste-to-Energy (WtE) Plant(s) in Mauritius” and addressed to The Chairman Tender Committee, bids should either be deposited in the tender box situated at the address in the IFB or sent by courier service or registered post so as to reach the Chairman Tender Committee on or before **Friday June 8, 2018 at latest 10h00 (Mauritian time)**.

Electronic bidding are not permitted. Late bids shall be rejected.

#### **Point of Contact for U.S. companies:**

Shariff Jathoonia  
Economic/Commercial Specialist  
United States Embassy to Mauritius and Seychelles  
Port Louis, Mauritius  
Tel: +230 202 4464  
Fax: +230 202 4467  
Email: [JathooniSX@state.gov](mailto:JathooniSX@state.gov)

=====

## ZAMBIA: 100MW GET FiT Solar PV Tender RFQ

**Background:** The Government of Zambia, represented by KfW, invites eligible applicants to submit bids under the Request for Qualification (RFQ) of the GET FiT Zambia 100MW Solar PV Tender. The Tender targets awards of up to 100 MW of solar PV capacity to successful bidders. In line with the Zambian REFiT Strategy, individual projects will have a maximum installed capacity of 20MW each. Eligible applicants may apply for up to two projects. A maximum of twenty projects and a corresponding number of bidders will be shortlisted and invited to submit a full technical and financial bid(s) during a Request for Proposal stage.

**Link for more information:** Please visit <https://www.getfit-zambia.org/solar-pv-tender/>

To obtain the RfQ documentation, interested firms will first be required to pay a tender registration fee (the “Registration Fee”) of \$250 USD to the designated bank account below:

**Proposal Deadline:** May 18, 2018 at 1:00 pm GMT

**Point of Contact:** Interested companies should contact [solar@getfit-zambia.org](mailto:solar@getfit-zambia.org) with questions regarding the tender.

This trade lead is provided courtesy of Power Africa. To receive more information on tender and procurement opportunities in the power generation space in sub-Saharan Africa, please sign up for Power Africa's newsletter [here](#). Because this is not a USTDA coordinated/funded procurement, please direct all questions on this project to the contact listed above.

=====

## U.S. State Department Plus Procurement Expo

Requested Goods and Services:

5G \* Blockchain \* AI \* Training \* Translation \* Big Data \* Storage \* Software \* IoT \* Cyber Security, Information Technology, Hyper Convergence \* Information Assurance \* Cloud Technologies \* Health , Biotechnical, and Medical \* Engineering \* Aerospace \* Architecture \* Drones \* Telecommunications \* NetOps Capabilities \* Night Vision \* Secure Solutions \* Wireless Technology \* Collaboration/Web Computers \* Greening \* Satellite Systems \* Intelligence Gathering Systems \* Electronic Warfare Equipment \* Help Desk \* Global Portals \* VOIP Security Solutions \* Battlefield Radio Frequency (RF) Systems \* Network Integration \* Radar Systems \* Rugged l Positions Systems \* Enterprise Data Center Solutions \* Facilities Management \* Vehicles and maintenance \* Body Armor, Equipment and Training \* IT:Hardware, Professional Services \* Furniture \* Generators, Boilers and Chillers \* Professional Services: Program Management, Construction Management and Estimators \* Temporary Services \* Tents/ Medical \* Tents/ Flooring, Heating and AC \* Fleet Rental (vehicles) \* Plumbing \* Roofing \* Fire / EMS Equipment \* Hotel Services (multiple cities) \* Heavy Equipment \* Tools \* Audio Visual VTC \* Security Fencing \* Uniform Cleaning Services \* Environmental Disposal \* and Much More!

=====

802 West Street ● Wilmington, DE 19801  
Phone 302-656-7905 ● Fax: 302-428-0511 ● [www.wtcd.com](http://www.wtcd.com)

## **GHANA: AU Gold Bars**

**Opportunity:** We are AU Metal exporters and offer the sales of AU Gold Bar/Dust, diamonds and want serious buyers. We can supply 1000kg of Gold bars (gold is 22 karat) to serious buyers on monthly basis.

**Contact:** [Jackson Mensah](#)

=====

## **SINGAPORE and INDIA**

**Opportunity:** Company in Singapore is seeking U.S. partners active in the E-Waste Recycling industry to establish business opportunities in Singapore and India.

**Contact:** [Ms. Sherry Ng](#), Commercial Specialist

=====

## **SAUDI ARABIA (JEDDAH)**

**Opportunity:** The Municipality of Jeddah is pleased to welcome your participation in the pre-contractors / suppliers qualification program in preparation for the invitation to submit bids for the implementation of the rainwater drainage project projects within the objectives and initiatives of the Municipal Transformation Program and within the framework of limited competition in implementation of Supreme Order No. 11502 dated 9/3/1439 H. For qualification requirements and further details on this project, please visit the translated website [HERE](#).

**Deadline:** April 22, 2018

**Contact:** [Mark O'Grady](#), Deputy Senior Commercial Officer

=====

## **TURKEY: Newsprint**

A Turkish printing house is looking to identify a source for newsprint from the United States. The printing house is looking for purchasing 80 Metric Tons of newsprint per month for at least a year (960 MT).

Specifications:

- WIDTH: 760mm x CORE 76 mm x DIAM 1000mm x 45 g/m2
  - CIF: Mersin Free Zone, TURKEY
- =====

## **ISRAEL: HVAC Accessories and Systems**

An Israeli company established in 2013 specializes in the import and marketing of accessories and systems in the fields of air-conditioning, heat exchangers and fabric sleeves. The products must adhere to international HVAC standards.

The products that they are interested in importing are:

- Air Handling Units
- PPR Pipes For Glycol Temp. -10c - -8c
- HVAC Compressor Filters
- Air Filters
- Freon Pumps
- Accumulator

=====

### **SENEGAL: Supply of 10,000 Single-Phase Meters**

**Overview:** The National Electricity Company of Senegal (Senelec) has obtained funds as part of its 2018 investment budget to finance the continuity of the commercial post-payment service, and intends to use part of these funds to make payments under the "supply of 10,000 single-phase meter" contract. Senelec solicits closed bids from eligible candidates who meet the qualifications required for the supply of the equipment and the provision of related services in a single batch. The deadline for the delivery of the equipment to Senelec's Sales and Customer Department is forty-five (45) days at the latest from the notification of the contract.

For more information: For further information, interested bidders can send an email to [notificationcpm@senelec.sn](mailto:notificationcpm@senelec.sn) or call +221 33 839 32 92.

For additional information, please visit: <https://www.esi-africa.com/senegal-senelec-seeks-provision-single-phase-meters/>

**Proposal Deadline and Submission:** Tenders must be submitted to this address: Senelec, Market Board Room at 19, Abdou Karim Bourgi Street X Wagane DIOUF, on the 2nd floor of the Tounkara Dakar building by Wednesday, May 2, 2018 by 9:30 AM (local Senegal time)

#### **Points of Contact:**

Papa Seyni MBOW  
SENELEC  
28, Rue Vincens  
Dakar, Senegal BP. 93  
Phone: +221 78 639 58 77  
Email: [notificationcpm@senelec.sn](mailto:notificationcpm@senelec.sn)

=====

## **INDIA: E-Tender to Install Distribution Automation Test Bed and Situational Awareness Test Bed in Bangalore**

**Background:** The Central Power Research Institute (CPRI) recently posted an e-tender document for design, supply, installation, and training services for a Distribution Automation Test Bed and Situational Awareness Test Bed at CPRI's facilities in Bangalore, India. CPRI is an organization under India's Ministry of Power and researches development projects in electricity supply systems. USTDA recently supported a technical assistance (TA) project conducted by U.S. company, ESTA International, LLC, to help CPRI implement a Smart Grid Test Bed project in Bangalore. This tender for a Distribution Automation Test Bed and Situational Awareness Test Bed was released as part of a series of planned tenders for CPRI's Smart Grid Test Bed. USTDA was notified of this opportunity by CPRI and encourages interested U.S. companies to review CPRI's e-tender documents (Tender No. CPRIblr18MUAD39C120) through the link provided below.

**Link for more information:** <http://www.cpri.in/tenders.html>

**Proposal Deadline:** May 1, 2018 at 4:30am EST

**Point of Contact:**

Mr. V. Shivakumar  
Engineering Officer  
Central Power Research Institute (CPRI)  
Prof. Sir C.V. Raman Road, Post Box No. 8066  
Sadashiva Nagar (p.o)  
Bangalore, India  
Email: [shiva@cpri.in](mailto:shiva@cpri.in)

=====

## **BRAZIL: Technical Assistance: Pernambuco Data Center and Broadband Network**

**Background:** Brazilian policymakers have recognized that bridging the digital divide in a country known for its income inequality can accelerate economic, social and political development. State governments, in particular, are interested in expanding and increasing the sophistication of e-government and ICT programs. However, realizing this potential requires not only sufficient bandwidth to support such upgrades, but also an enabling environment with appropriate incentives, policies and programs that attract private investment. Meeting the growing demand for fast, efficient, and secure IT infrastructure is a key to sustaining economic growth in the State of Pernambuco.

The Pernambuco State Information Technology Agency (Agência Estadual de Tecnologia da Informação, ATI) is responsible for coordinating state agencies to ensure sharing and interoperability of IT assets, as well as coordinating state agencies to ensure sharing and interoperability of IT assets, as well as ensuring the safety and quality of all IT products and



services across the state government. ATI has requested USTDA assistance to help improve several areas related to ICT which are lacking in Pernambuco.

**Link for more information:** [Here](#)

**Proposal Deadline:** April 30, 2018 at 4:00pm local time

**Point of Contact.:**

Jennifer Van Renterghem,  
Lead Project Information Specialist

[RFPQuestions@ustda.gov](mailto:RFPQuestions@ustda.gov)

Phone: 7038754357

Fax: 7038754009

=====

**BRAZIL:** Medicinal Minocycline Hydrochloride 100 mg tablets

**MOROCCO:** Spare parts for Medical Equipment

**PERU:** Denture adhesive paste and baby shampoo

**TURKEY:** Dental allograft manufacturers.

To respond to these trade leads, please [contact your local trade specialist](#).

=====

**INDIA: Construction of Kanti-MVS**

**Link for more information:** [Here](#)

**Proposal Deadline:** 20 April 2018

=====

**BANGLADESH: Supply of Stationary for PMU, LGED**

**Link for more information:** [Here](#)

**Proposal Deadline:** 26 April 2018

=====

**LEBANON: Construction of Bar Elias Landfill Cell, Central Bekaa**

**Link for more information:** [Here](#)

**Proposal Deadline:** 2 May 2018

=====

**SRI LANKA: PMU/18/10-Supply & Delivery of Water Meters for DSU**

**Link for more information:** [Here](#)

**Proposal Deadline:** 16 May 2018

=====

**INDIA: Supply of G&D Bank Operated Cable-way (BOC)**

**Link for more information:** [Here](#)

**Proposal Deadline:** 16 May 2018

=====

**INDIA: Renovation and allied works for SDC Mandi**

**Link for more information:** [Here](#)

**Proposal Deadline:** 16 May 2018

=====

**KYRGYZSTAN: Reconstruction of On-farm Irrigation Network in Lot 1: Karabura and  
Chimgent Rural Settlements and Lot 2: Karasai Rural Settlement**

**Link for more information:** [Here](#)

**Proposal Deadline:** 7 June 2018

=====

**BELARUS: Supply of educational equipment for Computer Science classrooms, including  
installation and setup, in Grodno Oblast, Mogilev Oblast, Vitebsk Oblast, Minsk Oblast,  
Brest Oblast and Gomel Oblast (22 classrooms)**

**Link for more information:** [Here](#)

**Proposal Deadline:** 17 May 2018

=====

**UZBEKISTAN: P02: Supply of Equipment and Materials for External Power Supply  
System**

**Link for more information:** [Here](#)

**Proposal Deadline:** 1 May 2018

=====

**March 2018 Leads**

## **NIGERIA: Procurement of 600 Three-Phase Low Voltage CT Operated Energy Meters**

**Background:** Tetra Tech ES, Inc. (Tetra Tech) is the implementing partner to the U.S. Agency for International Development's (USAID) Power Africa Transactions and Reforms Program ("PATRP") under the Power Africa initiative. The purpose of this solicitation is to support PATRP's activities in Nigeria, where Tetra Tech is providing technical assistance to three distribution companies: Abuja Electricity Distribution Company (AEDC), Benin Electricity Distribution Company (BEDC), and Eko Electricity Distribution Company (EKEDC). The activity is helping demonstrate loss reduction strategies, as well as other improvements to allow for improved ways of managing the business to be rolled out throughout the target utilities. As part of this assistance, Tetra Tech is providing commodity support to complement and facilitate the implementation of the commercial field-based reforms. To this end, Tetra Tech is now looking to procure 600 Three-phase Low Voltage CT Operated Energy Meters (DT Metering).

All contractors must submit a Technical Proposal detailing the description of equipment to be provided as well as a Price Proposal. The award will be made to the bidder representing the best value technical proposal, which will consider factors such as past performance, qualifications and price.

**Link for more information:** [Here](#)

**Proposal Deadline:** April 16 2018 at 5:00 PM (local South Africa time)

### **Points of Contact:**

Tetra Tech ES, Inc.

[PATRPBids@tetratech.com](mailto:PATRPBids@tetratech.com)

=====

## **MAURITIUS: Design, Supply, Installation, Testing, and Commissioning of a CCGT Power Plant at Fort George**

**Background:** The Central Electricity Board (CEB) of Mauritius is inviting qualified and eligible bidders to submit proposals for the "Design, Supply, Installation, Testing, and Commissioning of a Combined-Cycle Gas Turbine (CCGT) Power Plant at Fort George in Mauritius." A complete set of English bidding documents may be downloaded by interested eligible bidders upon payment of a non-refundable fee of MUR 10,000 plus VAT (for local bidders) or USD 350 (for overseas bidders) through bank transfer directly to the CEB as detailed in the Invitation for Bids (IFB).

**Link for more information:** For more information on the IFB, please see <http://ceb.intnet.mu/CEBPublish/Documents/OAB-PROD-4168-pn.pdf> and accompanying [Addendum 1](#), [Addendum 2](#), and [Addendum 3](#).

**Proposal Deadline:** In a sealed envelope clearly marked “Design, Supply, Installation, Testing and Commissioning of A Combined-Cycle Gas Turbine (CCGT) Power Plant at Fort George – CPB/76/2017” addressed to The Chief Executive, bids should either be deposited in the Tender box situated at the address in the IFB or sent by courier service or registered post so as to reach the Chief Executive on or before **Wednesday 18 April 2018 by 13:30 hours (Mauritian time) at latest.**

**Point of Contact for U.S. companies:**

Shariff Jathoonia  
Economic/Commercial Specialist  
United States Embassy to Mauritius and Seychelles  
Port Louis, Mauritius  
Tel: +230 202 4464  
Fax: +230 202 4467  
Email: [JathooniSX@state.gov](mailto:JathooniSX@state.gov)

=====

**MAURITIUS: Setting Up of Waste-to-Energy Plant(s)**

**Background:** The Central Electricity Board (CEB) of Mauritius is inviting qualified and eligible bidders to submit proposals for the “Setting Up of Waste-to-Energy (WtE) Plant(s) in Mauritius.” A complete set of English bidding documents may be downloaded by interested bidders upon payment of a non-refundable fee of MUR 10,000 plus VAT by bank check at the CEB Registry, Royal Road, Curepipe or via bank transfer of USD 305 or EURO 250 directly to CEB Bank Accounts as detailed in the Invitation for Bids (IFB).

**Link for more information:** For more information on the IFB, please see <http://ceb.intnet.mu/CEBPublish/Documents/RFP-CPR-4195.pdf>, and [Addendum 1](#).

**Proposal Deadline:** In a sealed envelope clearly marked RFP-CPR-4195-Request for Proposal For the Setting Up of Waste-to-Energy (WtE) Plant(s) in Mauritius” and addressed to The Chairman Tender Committee, bids should either be deposited in the tender box situated at the address in the IFB or sent by courier service or registered post so as to reach the Chairman Tender Committee on or before **Friday June 8, 2018 at latest 10h00 (Mauritian time)**.

Electronic bidding is not permitted. Late bids shall be rejected.

**Point of Contact for U.S. companies:**

Shariff Jathoonia  
Economic/Commercial Specialist  
United States Embassy to Mauritius and Seychelles  
Port Louis, Mauritius  
Tel: +230 202 4464  
Fax: +230 202 4467  
Email: [JathooniSX@state.gov](mailto:JathooniSX@state.gov)

=====

**ROMANIA:**

Romanian company seeks US technology providers seeking to enter the Romanian market through a distributor.

Biodigestors – small, medium and large size

Food waste management technology and equipment (small and medium size), including de-watering processes

=====

**JORDAN: Assorted Nuts**

**JORDAN: FDA Approved Ophthalmological Preparations**

802 West Street • Wilmington, DE 19801  
Phone 302-656-7905 • Fax: 302-428-0511 • [www.wtcd.com](http://www.wtcd.com)

**ISRAEL: Kosher Certified Organic, Vegan, Natural & Gluten Free Food Products**  
**ISRAEL: Conventional Food & Beverage Brands**  
**ISRAEL: Medical Devices & Life Science Industries**  
**ISRAEL: Auto Spare Parts, Auto Glass, Mirrors, Switches, Sunroofs & Panoramic Glass**

**1. JORDAN: Assorted Nuts**

An Iraqi-Jordanian company was a US based branch is looking for an American source for the following nuts:

- American pistachio USX Extra
- American pistachio standard size 21/25
- American walnut LHP 80%
- American pistachio non-split shell

**2. JORDAN: FDA Approved Ophthalmological Preparations**

A well-established Jordanian company in the pharmaceutical field has identified an urgent demand for a variety of FDA approved Ophthalmological Preparations. The Jordanian company is interested in being the exclusive agent for the Middle East for a US company making the following products:

- Eye Lubricants made of either:
  - CMC, or
  - Hyr acid
- Steroids for the eyes
- Ophthalmological Antibiotics
- Anti-Allergy applications for the eyes

**3. ISRAEL: Kosher Certified Organic, Vegan, Natural & Gluten Free Food Products**

One of the largest suppliers for the organic, vegan, natural and gluten free food market in Israel is looking to expand their label with new and innovative products. The company is looking for new multinational, well-established brands to represent in Israel. They deliver frozen (-18), refrigerated (+4) ambient goods and distribute them to more than 800 retailers' POS.

They would like to import and distribute additional quality products and/or provide quality logistic services of warehousing with additional service options such as marketing and leading sales force.

All products must be certified Kosher.

**4. ISRAEL: Conventional Food & Beverage Brands**

Established in 1952, a private, family owned Israeli business that has grown into a leading import & distribution house active in Israel and Palestinian Authority is looking for various food and beverage brands.

The company already represents, on an exclusive and long term basis, some of the best brands in the world including Lindt, Krombacher, Trolli and many others.

5. ***ISRAEL: Medical Devices & Life Science Industries***

A leading Israeli company involved in importing and distributing sophisticated equipment, instrumentation and services to the scientific research and medical fields as well as to the chemical and pharmaceutical industries is interested in any proven Medical Devices & Life Science applications.

6. ***ISRAEL: Auto Spare Parts, Auto Glass, Mirrors, Switches, Sunroofs & Panoramic Glass***

The Israeli firm MA deals in parts for cars and vehicles.

They are looking to import **Auto Spare Parts, Auto Glass, Mirrors, Switches, Sunroofs & Panoramic Glass** from the United States.

Any offers of similar products appropriate to their lines are also welcome.

=====

**February 2018 Leads**

**IRAQ: Various Pharmaceutical Solutions**

**IRAQ: CT Ports**

**IRAQ: Computer Hardware Required for University**

**ISRAEL: Craft Beers & Unique Alcohols**

**SAUDI ARABIA: Fiber Glass Gips Plaster Casting**

Initial details for all requests are provided below. All interested manufacturers can receive additional specifications from the Middle Eastern companies.

1. ***IRAQ: Various Pharmaceutical Solutions***

An experienced US/Iraqi company has requests for the following products:

- a. Diet Pills that work. If the formulation can demonstrate its efficacy, it has good potential.
- b. Male "Vigor" Pills – a very popular application in Iraq and the entire region.
- c. Protein formulations used in body building

- d. Face creams for Women and related applications
- e. Any applications relative to plastic surgery.

## 2. ***IRAQ: CT Ports***

An Iraqi firm is looking for a US manufacturer of CT ports.

## 3. ***IRAQ: Computer Hardware Required for University***

As part of reconstruction efforts, an Iraqi university requires with short lead time the following items of computer hardware for its administration, labs and infrastructure.

Most probably the delivery and transaction will take place with a US based entity.

In detail, the items required are as follows:

### **A. Fifty (50) Computers for Laboratories and Administrative Offices**

- a. HP Pro Desk 400 G4 mt
- b. Operating system – windows 7 professional (licensed)
- c. Core i7 7700 CPU 3.6 GHZ
- d. RAM 8 GB
- e. Hard Drive 1 TB
- f. Display LED Monitor - HP pavilion 22xi OR LG 22MP48

### **B. Five (5) Workstations for GIS Lab**

- a. Dell Precision 7810 XC
- b. Operating system – windows 7 professional (licensed)
- c. Memory: 16 GB RAM, 2133 MHz DDR4, RDIMM ECC
- d. Processor: Six core XEON processor (2.4GHz, 15M, Turbo)
- e. Display Monitor – HP or Dell 24

### **C. One Domain Controller Server for user and student management**

- a. HP ProLiant Server
- b. 12 core XEON processor
- c. Memory 32 GB
- d. Operating system – windows 2012 server

### **D. One File Server for sharing files**

- a. HP ProLiant Server



- b. 12 core XEON processor
- c. Memory 32 GB
- d. Operating system – windows 2012 server
- e. Symantec Antivirus OR Kaspersky Enterprise Edition

**E. Antivirus server to secure all computer clients**

**F. Cisco Catalyst 4500 Series Switches for network design**

**G. FortiGate 1000 Series for network security**

**H. FortiAP S-Series for wireless network - bridge system**

**I. HP LaserJet Enterprise 600 series (Network Printer)**

**J. CCTV (Camera Security)**

- a. Hikvision Security Camera (indoor + outdoor)
- b. Hikvision 32-Channel High End Embedded NVR
- c. HDD for Recording

**K. Makelsan UPS for power backup**

**L. Polycom video conferencing solution**

**M. Student Management Information System**

**N. Evolis Avansia Printer - Double-Sided (Student ID Card Printer)**

**O. ZKTECO Access Control (Attendance control system)**

**P. SMART Board**

**4. ISRAEL: Craft Beers & Unique Alcohols**

A growing Israeli importer of beers and other alcohol is interested in broadening their line to other alcoholic products, including but not limited to craft beers, from North America.

**5. SAUDI ARABIA: Fiber Glass Gips Plaster Casting**

An established Saudi Arabian importer is looking for US manufacturer that produces unique **fiber glass Gips plaster casting**.

=====

## Ghana: Consultancy Services for Takoradi Thermal Power Plant Rehabilitation and Modernization

**Background:** The Volta River Authority (VRA) has issued a request for expressions of interest (EOI) for the rehabilitation, modernization and life extension of the Takoradi Thermal Power Plant “T1” located in Aboadze in the Western Region of Ghana. The services include:

- Determining the sections of the T1 power plant that need to be rehabilitated or retrofitted to prevent generation losses, improve efficiency, enhance availability and extend the life of the plant for an additional 20 years;
- Advising on the cost effectiveness of replacing major components of the plant; and
- Advising on investment decisions based on technical and economic analyses.

This project represents several opportunities for U.S. companies to provide EPC services with VRA, Ghana’s national electric utility and a key stakeholder in Ghana’s power sector.

This trade lead is provided courtesy of Power Africa. To receive more information on tender and procurement opportunities in the power generation space in sub-Saharan Africa, please sign up for Power Africa's newsletter here. Because this is not a USTDA coordinated/funded procurement, please direct all questions on this project to the contact listed below.

### **Link for more information:**

<http://www.vra.com/media/tenders/2018/EXPRESSION%20OF%20INTEREST%20-%20T1%20Retrofit.pdf>

**Proposal Deadline:** Expressions of Interest should be delivered in sealed envelopes marked “CONSULTANCY SERVICES FOR THE REHABILITATION, MODERNIZATION AND LIFE EXTENSION PROJECT OF THE TAKORADI THERMAL POWER PLANT T1” by 11:00 hrs GMT on February 23, 2018.

### **Point of Contact:**

The address for obtaining further information and for submission of the EOI is below:

The Director  
Engineering Services Department  
P.O. Box 77  
Akuse – Eastern Region

Tel: 03430 20620 / 03430 20705

Email: [dengsd@vra.com](mailto:dengsd@vra.com); [sesd@vra.com](mailto:sesd@vra.com)

Contact person: Ing. E. Ada Asomontsi

=====

### **January 2018 Leads**

[Zambia: Investment Opportunity in Indeni Petroleum Refinery Company Limited as a](#)

## Strategic Equity Partner

**Background:** The Zambia Development Agency (ZDA) invites prospective bidders to submit applications to pre-qualify for participation in the sale of a majority stake in INDENI Petroleum Refinery Company Limited (INDENI) as a Strategic Equity Partner.

Participation in the sale of a majority stake of Indeni will be implemented in two stages, namely:

1. Pre-Qualification stage to assess the applicants' suitability in terms of financial capacity, technical capacity and proven experience in the management of an oil refinery business; and
2. Request for Proposal stage, during which the Pre-Qualified applicants will be requested to propose the turn-around strategies for Indeni Refinery to ensure its future viability by addressing, inter alia, investment to procure feedstock, investment to increase production capacity, lowering the pump price, increasing profitability, staff productivity, and innovative ways to collaborate with TAZAMA Pipeline to ensure congruence in synergies and investment to increase the capacity of the pipeline to match with the proposed increased processing capacity of Indeni.

**Link for more information:** <http://www.idc.co.zm/tender/invitation-pre-qualify-investment-opportunity-indeni-petroleum-refinery-company-limited>

**Proposal Deadline:** The Pre-Qualification Application Form and supporting documents must be submitted in hard copy and deposited in the Tender Box situated at the address below no later than 3:00 pm Central African Time (CAT) on Friday, March 9, 2018. The Bids should be submitted in hard copy and accompanied by a soft copy on CD or flash drive. All submissions must be in the English language. No electronic submissions will be accepted.

Proposals received after the deadline WILL NOT be considered.

### **Point of Contact:**

For further information or to obtain an NDA, please send your enquiries to the email below: [ndeni@idc.co.zm](mailto:ndeni@idc.co.zm)

The Pre-Qualification Application Form and supporting documents shall be submitted to the address below:

The Director General  
Zambia Development Agency  
Privatisation House, Nasser Road  
Lusaka, Zambia

Email: [ndeni@idc.co.zm](mailto:ndeni@idc.co.zm)

IDC Website: [www.idc.co.zm](http://www.idc.co.zm)

IDC Tel: +260 211843567/8 and +260967773007  
ZDA Tel: +260 211220177 and +260 211222858

=====

## **Malawi: Supply and Delivery of Transmission Materials**

**Background:** The Electricity Supply Corporation of Malawi Ltd (ESCOM) invites bids from eligible and qualified bidders for the supply and delivery of a conductor and steel wire. Bids will be evaluated based on compliance with minimum technical specification required, the delivery period offered, the payment terms, financial capability, and experience and technical capacity.

Bidding will be conducted through International Competitive Bidding (ICB) procedures specified in accordance with the Public Procurement Act 2003 and the Public Procurement Regulations 2004 of the Government of the Republic of Malawi and are open to all eligible bidders.

**Link for more information:** For more information on submission requirements, see [http://www.escom.mw/documents/Tender%20ESC0276%2017-18%20Advertisement%20\(NCB\).pdf](http://www.escom.mw/documents/Tender%20ESC0276%2017-18%20Advertisement%20(NCB).pdf)

**Proposal Deadline:** January 26, 2018 14:00 CAT

### **Contact:**

Chief Executive Officer  
Electricity Supply Corporation of Malawi Ltd  
PO Box 2047, ESCOM House, 9 Haile Selassie Road  
Blantyre, Malawi  
Phone: +265 1 822 000  
Email: [achiwaya@escom.mw](mailto:achiwaya@escom.mw)

Because this is not a USTDA coordinated/funded procurement, please direct all questions on this project to the contact listed above.

=====

## **December 2017 Leads**

### **[Costa Rica: Construction, Equipment, and Commissioning of a Fast Passenger Train](#)**

**Background:** The Costa Rican Railways Institute (Instituto Costarricense de Ferrocarriles – INCOFER) is currently receiving letters of interest from companies that would like to participate in the upcoming concession for the design, construction, and operation of a Fast Passenger Train (FPT) system in the Greater San José Metropolitan Area (GMA). The FPT system seeks to provide public transportation users in the GMA with a passenger diesel/electric train alternative

802 West Street • Wilmington, DE 19801  
Phone 302-656-7905 • Fax: 302-428-0511 • [www.wtcd.com](http://www.wtcd.com)

that connects a main East-West transport axis between the cities of Cartago, San José, Heredia and Alajuela. Estimated daily traffic for the project is approximately 100,000 passengers.

INCOFER will accept letters of interest until December 31, 2017. The Government of Costa Rica anticipates that a competitive tender will be released in early 2018. USTDA encourages interested U.S. companies to review the profile of the project and submit letters of interest at: [proyectotrp@incofer.go.cr](mailto:proyectotrp@incofer.go.cr).

For more information regarding the project, letters of interest, and the upcoming tender, please click the following link: [www.incofer.go.cr/proyectos/](http://www.incofer.go.cr/proyectos/) or contact Mr. Ricardo Cardona, U.S. Commercial Service San Jose at [Ricardo.Cardona@trade.gov](mailto:Ricardo.Cardona@trade.gov).

**Letters of Interest Deadline:** December 31, 2017

**Point of Contact:** Mr. Ricardo Cardona  
Commercial Specialist  
U.S. Commercial Service San Jose  
[Ricardo.Cardona@trade.gov](mailto:Ricardo.Cardona@trade.gov)

=====

## October 2017 Leads

### [Côte d'Ivoire: Hydropower Facilities Implementation](#)

**Background:** Platinum Power, a Power Africa partner, has pre-qualified a total of 6 consortia for the design and construction of their hydropower projects in Côte d'Ivoire. These include the hydropower plant of Gao, with an expected output of 150 MW, located on the Bafing River and the hydropower plant of Tayaboui, with an expected output of 150 MW, located on the Sassandra River. The pre-qualified consortia include:

- Andrade Gutierrez Engenharia, Andrade Gutierrez Europa Africa Asia, Construtora Barbosa Mello
- China Gezhouba Group Company (CGGC)
- Cooperativa Muratori e Cimentisti (CMC)
- Eiffage Génie Civil, Acciona Construcción, Acciona Industrial
- Mota Engil Engenharia e Construção Africa, Coba , Efacec Engenharia e Sistemas
- Power Construction Corporation of China (Power China)

This project represents several opportunities for U.S. companies to join any of the selected consortia, in preparation of the upcoming international tender.

**Link for more information:** [Click Here](#)

**Proposal Deadline:** No deadline has been posted yet, but the listed consortia will be invited to bid on the final tender, scheduled for launch in the coming weeks.

**Point of Contact:**

All questions should be directed to:

Ms. Thanae Bennani

[T.bennani@platinumpower.ma](mailto:T.bennani@platinumpower.ma)

Phone: +212 (0) 661 41 7826

=====

**[Cameroon: 365MW Hydroelectric Project](#)**

**Background:** Platinum Power, a Power Africa partner, has pre-qualified a total of 7 consortia for the design and build of one of their hydropower projects in Cameroon, the Makay Hydroelectric project. This project has an expected installed capacity of 365 MW and is located on the Nyong River, in the Nyong-et-Kelle Department, Central region of the Republic of Cameroon. The following candidates have been prequalified:

- Acciona Construction / Acciona Industrial / Cooperativa Muratori Cementisti Ravenna;
- Andrade Gutierrez Engenharia S.A / Andrade Gutierrez Europa, Africa, Asia S.A / Construtora Barbosa Mello SA;
- China Ghezouba Group Company / China Energy Engineering Corporation;
- China State Construction Engineering Corporation / Pearl River Planning Surveying & Designing Company;
- Mota Engil Africa
- NGE Contracting / Besix / SGTM;
- Sinohydro / Power China.

This project represents several opportunities for U.S. companies to join any of the selected consortia, in preparation of the upcoming international tender.

**Link for more information:** [Click Here](#)

**Proposal Deadline:** No deadline has been posted yet, but the listed consortia will be invited to bid on the final tender, scheduled for launch in the coming weeks.

**Point of Contact:**

All questions should be directed to:

Ms. Thanae Bennani

[T.bennani@platinumpower.ma](mailto:T.bennani@platinumpower.ma)

Phone: +212 (0) 661 41 7826

=====

### **Uganda: Tender for Mini-Grid Project in 25 Villages**

**Background:** The Rural Electrification Agency (REA) issued a request for pre-qualification bids for the development of a mini-grid project in up to 25 villages. REA reportedly intends to prequalify six developers for the development, financing, construction, and operation of mini-grid projects in the Northern Service Territory, Lamwo District.

The initial bids will be evaluated based on the developers offered price per kWh, technical concept, performance forecast, and socio-economic performance. The project will be co-financed by the European Union and the German Federal Ministry for Economic Cooperation and Development under the German Climate Technology Initiative (DKTI).

**Link for more information:** For more information on submission requirements, see <https://www.pv-magazine.com/2017/10/05/uganda-seeks-proposals-for-mini-grid-project-in-25-villages/>

**Proposal Deadline:** November 17, 2017

**Contact:**

Website: <http://www.rea.or.ug/>

=====

### **Ethiopia: Pre-Qualification Tender for two 125 MW Solar Plants**

**Background:** Ethiopian Electric Power (EEP) is calling for pre-qualification bids for the deployment of two 125 MW solar photovoltaic power plants under the World Bank's Scaling Solar program. The tender will pre-qualify prospective bidders with the requisite experience, expertise, and financial resources to rapidly deliver the two independent power producer projects.

Ethiopia was the fourth country to join the World Bank's Scaling Solar program. This tender represents one part of the agreement with the International Finance Corporation to advise on the development of up to 500 MW of solar power projects.

**Link for more information:** For more information on submission requirements, see <https://www.scalingsolar.org/ethiopia-launches-rfq-for-scaling-solar-tender/>

**Proposal Deadline:** November 21, 2017

**Contact:**

Mr. Tesfaye Tamirat  
Director, Procurement, Logistics, and Warehouse  
Ethiopian Electric Power  
Headquarter located around AAU College of Commerce  
Addis Ababa, Ethiopia  
Email: [eeep.procure@gmail.com](mailto:eeep.procure@gmail.com) or [eepproclog@eep.gov.et](mailto:eepproclog@eep.gov.et)  
Phone: + (251) 115-58 05 97  
Website: <http://www.eep.gov.et/>

=====

[Madagascar: Request for Pre-Qualification Bids for 25 MW Solar Projects](#)

**Background:** The Ministry of Water, Energy and Hydrocarbons (MEEH) issued a Request for Pre-Qualification bids for the design, financing, construction, commissioning, and operation of a 25 MW solar photovoltaic project near Madagascar's capital of Antananarivo.

This is the first project in Madagascar under the World Bank Scaling Solar program. It will also be the first Scaling Solar project to be tendered that will include battery storage requirements in addition to solar PV generation. Criteria for pre-qualification can be requested from MEEH.

**Link for more information:** For more information on submission requirements, see <https://www.scalingsolar.org/madagascar-launches-rfq-for-latest-scaling-solar-tender/>

**Proposal Deadline:** January 10, 2018

**Contact:**

Secretary General  
Ministry of Water, Energy and Hydrocarbons  
149 Rue Rainandriamampandry  
Ambohitatovo, Antananarivo 101  
Madagascar  
Email: [meeh.sg@gmail.com](mailto:meeh.sg@gmail.com), [srajaonarivo@ifc.org](mailto:srajaonarivo@ifc.org), and [jcalvo@ifc.org](mailto:jcalvo@ifc.org)  
Website: <http://www.energie.gov.mg>, <http://www.jirama.mg>, and <http://www.ore.mg>

=====



## **August 2017 Leads**

### **Middle East Sourcing Requests for 6 August 2017**

#### **#1. IRAQ: Merox for Kerosene Unit**

An Iraqi firm is looking for a Merox for Kerosene Unit for the Kirkuk Refinery.

The unit must be of US make and be able to do the following:

- With capacity of: 10000 barrels per day.
- With all accessories and must be taken in consideration all attached specifications and data designs.
- Company must provide supervision on all erection, installation and operations
- Delivery Period is 360 Days

The US firm must supply all technical documents, drawings, origin certificates, test certificates, inspection engineering certificates and all other necessary certificates.

Additional specification will be sent upon demand.

There will be continues demand for this units.

The Iraqi company already won the tender and they need a supplier.

Payment will be by irrevocable L/C.

#### **#2. ISRAEL: Dealer for Parallel Import of Lubricants**

An Israeli company active in the field of industrial, automotive and aviation chemicals and lubricants is interested in finding a US based dealer capable of supplying spot orders of name brand and other such products.

At present, there is particular demand for the following products:

1. Bolube 70104
2. Bolobe 70106
3. Shell Gadus S3 – V220-C-1
4. Mik-O-Cut 87
5. Bostic 930
6. Morris Tempo 46

=====

## **July 2017 Leads**

**Israeli Sourcing Requests for 26 July 2017**

**#1. ISRAEL: Bronze Rod – Round Bar**

Bronze Rod according to the specifications below:

**Round Bar Dimensions**

<b>No.</b>	<b>Diameter</b>	<b>Quantity</b>
1	110mm.	105 Kilograms

Price per kilogram quotation requested.

Please attach the material certification with the offer.

Additional specifications available upon demand.

**#2. ISRAEL: Aluminum Bronze Hollow Bar**

Aluminum Bronze Hollow Bar according to specifications ASTM-B169-C ALBZ8 or CUAL8 & following dimensions:

- O.D. 45 mm (1.77")
- I.D. 13 mm (1/2")
- Quantity 1 meter (4 feet)

Please attach the material certification with the offer.

**#3. ISRAEL: Aluminum Bronze Round Bar**

Aluminum Bronze Round Bar according to specifications ASTM-B169-C ALBZ8 or CUAL8 & following dimensions:

- O.D. 45 mm (1.77")
- I.D. 13 mm (1/2")
- Quantity 1 meter (4 feet)

Please attach the material certification with the offer.

**Israeli Sourcing Requests for 20 July 2017**

**#1. ISRAEL: Hi-Tec Products for the Electronics Market**

A leading Israeli hi-tech manufacturers' representative and value-added distributor in Israel has a proven record of dedicated sales, services and support of the Israeli electronic Industry. The firm integrates advanced sales & marketing techniques with advanced technologies for the Israeli electronics market.

The company is looking for the following products from the United States:

- GaN devices (semiconductors)
- RF power amplifiers
- RF & Microwave antennas
- Software defined radios boards
- Satcom up & down converters.

## **#2. ISRAEL: 3D Metal Printers**

An Israeli company active in the field of 3D metal printers is interested in hearing from any US manufacturers of relevant products, especially all types of 3D metal printer solutions.

## **#3. ISRAEL: MOROCCO: Oak, Ash & Walnut Hardwoods**

A leading Moroccan agent in the lumber sector distributes various products in the local market.

The company is especially interested in oak, ash and walnut with following specifications:

- Kiln Dried
- Length: 2.50 and more
- Tray widths: 0.20 and more
- Quality: FAS 3 to 4 net faces
- Quantity: per container either mixed or by wood species
- Price: C & F Casablanca.
- Prices must be in m3.
- All with a document package including the certificate of origin and the phytosanitary certificate.
- Payment terms: LC at 90 days

=====

## **Vietnam - Information Technology Strategy and Enterprise Architecture for Smart Grid for EVNCPC Technical Assistance**

**Project Background:** The Grantee (Electricity Vietnam Central Power Corporation, "EVNCPC") 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 provide technical assistance to assist the Grantee on the IT Strategy and Enterprise Architecture project.

EVNCPC is a state-owned electric power utility serving a growing customer base of over 3.5 million in central Vietnam. Due to increasing electricity demands in the region, EVNCPC is facing growing pressure to improve both the reliability and quality of electricity supply and service. In response, the utility has undertaken various initiatives to modernize both its grid system and its IT infrastructure. Concerning its IT infrastructure, EVNCPC has implemented changes both on the business processing side, where enterprise architecture comes into play, and the power system operations and management side, where an overall IT infrastructure strategy is also needed. The project is designed to help EVNCPC meet a range of growth-related demands as well as requirements from Electricity Vietnam (EVN), its state-owned parent, related to implementation of smart grid applications. The objective of the EVNCPC IT Strategy and Enterprise Architecture for Smart Grid Technical Assistance is to help develop an overall enterprise architecture, IT system infrastructure and smart grid development strategy including an implementation plan to help improve more operations and business processes.

**Link for more information:**

[https://www.fbo.gov/index?s=opportunity&mode=form&id=8bbb977c4dd6b3388408455a1866eb75&tab=core&\\_cview=1](https://www.fbo.gov/index?s=opportunity&mode=form&id=8bbb977c4dd6b3388408455a1866eb75&tab=core&_cview=1)

**Deadline:** August 18, 2017

**Point of Contact:**

Jennifer Van Renterghem,  
Lead Project Information Specialist

[RFPQuestions@ustda.gov](mailto:RFPQuestions@ustda.gov)

Phone: (703) 875-4357

Fax: (703) 875-4009

=====

**Nairobi, Kenya - Virunga Hydropower Projects Feasibility Study**

**Project Background:** The Grantee 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 develop a feasibility study to assess the technical, environmental, and social viability of three run-of-river hydroelectric plants in Kenya.

**Link for more information:**

[https://www.fbo.gov/index?s=opportunity&mode=form&id=d6e61fe55d8bdad99b4544972e050c84&tab=core&\\_cview=0](https://www.fbo.gov/index?s=opportunity&mode=form&id=d6e61fe55d8bdad99b4544972e050c84&tab=core&_cview=0)

**Deadline:** August 18, 2017

**Point of Contact:**

Jennifer Van Renterghem,  
Lead Project Information Specialist

[RFPQuestions@ustda.gov](mailto:RFPQuestions@ustda.gov)

Phone: (703) 875-4357

Fax: (703) 875-4009

=====

## June 2017 Leads

### Botswana Mini-grid Hybrid Power Plants Development EOI

**Project Background:** The Botswana Power Corporation has released an expression of interest for a joint venture for the development, implementation, and operation of mini-grid hybrid power plants in 20 isolated villages in Botswana. This project is expected to run two years from appointment of an IPP joint venture partner. The initiative aligns with Botswana's National Energy Policy goal of providing affordable, reliable, and adequate supply of energy for sustainable development, as well as improving access to energy resources and the efficient use thereof.

The objectives of the Hybrid Rural Network projects are to:

- Electrify isolated rural areas
- Improve security and reliability of energy supply
- Increase share of new and renewable sources of energy in the country's energy supply mix
- Offset the country's carbon footprint

The Botswana Power Corporation intends to identify a suitable power project partner willing to step into a joint venture partnership. Expressions of Interest are invited from power generation companies, IPPs, power plant developers and captive power producers for developing solar power plants in joint venture with the Botswana Power Corporation.

**Link for more information:** <https://www.bpc.bw/services-site/tenders/Pages/Establishment-of-a-joint-venture-with-botswana-power-corporation-for-hybrid--networks-and-power-production-in-up-to-20-rura.aspx>

**Deadline:** June 23, 2017

**Point of Contact:**

Mr. Edward Rugoyi

Email: [rugoyie@bpc.bw](mailto:rugoyie@bpc.bw)

Work Phone: 267 360 3250

Cell Phone: 267 71300767

\*Please call only during office hours: 7am- 4pm (CAT), Monday-Friday

=====

## **E-Tender to Install Distribution Automation Test Bed and Situational Awareness Test Bed in Bangalore, India**

**Project Background:** The Central Power Research Institute (CPRI) recently posted an e-tender document for design, supply, installation, and training services for a Distribution Automation Test Bed and Situational Awareness Test Bed at CPRI's facilities in Bangalore, India. CPRI is an organization under India's Ministry of Power and researches development projects in electricity supply systems.

**Link for more information:** <http://www.cpri.in/tenders.html>

**Deadline:** June 30, 2017 at 4:30am EST

**Point of Contact:**

Mr. V. Shivakumar  
Engineering Officer  
Central Power Research Institute (CPRI)  
Prof. Sir C.V. Raman Road, Post Box No. 8066  
Sadashiva Nagar (p.o)  
Bangalore, India  
Email: [shiva@cpri.in](mailto:shiva@cpri.in)

=====

## **Sierra Leone 25MW Solar Photovoltaic EPC Tender Request**

**Background:** The independent power producer, Solar Era Holdings, is developing a 25MW solar photovoltaic (PV) portfolio in Sierra Leone to be delivered in two phases. This project represents an opportunity for U.S. engineering and design companies to partner with a Sierra Leonean firm as the country seeks to increase its energy generation capacity as well as diversify its energy mix.

**Point of Contact:**

Africa Growth Energy Solutions  
Sierra Leone Office  
Unit 5, 7 Lumley Beach Highway  
Aberdeen, Freetown  
Tel: +232 79 299 000

For bidding instructions and information, email: [info@agesplc.com](mailto:info@agesplc.com).

For more information: <https://www.ustda.gov/business-opportunities/trade-leads/sierra-leone-25mw-solar-photovoltaic-epc-tender-request>

**Proposal Deadline:** Electronic submissions are due by June 16, 2017

=====

## **Ethiopian Electric Power Substations and Transmission Lines**

**Background:** Ethiopian Electric Power (EEP) is inviting bids for the procurement of plant, design, manufacture, supply, installation, and commissioning of three substations and a new transmission line. Specifically, the tender is for the 132kV Line Bay extension at Beles Sugar Factory Substation; the new 132/33/15kV Pawei Substation and 132/33kV Bullen Substation; and the Beles Sugar Factor-Pawei-Bullen 132 kV transmission lines.

Link for more information: For more information on submission requirements of the tender, see <https://www.esi-africa.com/tenders/ethiopian-electric-power-erect-substations/>

**Proposal Deadline:** June 30, 2017

=====

## **Israeli Sourcing Requests for 29 June 2017**

### **#1. ISRAEL: Ammunition**

An Israeli company active in the military and defense field is looking for the following types of ammunition:

1. 7.62 mm. x 51 linked, ball chained.  
1.5 million rounds
2. 5.56 mm. x 193 linked ball chained  
1 million rounds

The product will be shipped to Israel. End-user certificate available.

The end user is the MoD of Rwanda.

### **#2. ISRAEL: CNC Tools**

An Israeli company is looking for all types of CNC tools, such as high-speed taps, drills, mills, etc.

The company has a small team that visits many CNC factories on daily basis. They want to extend their portfolio with various CNC tool applications.

=====

## **May 2017 Leads**

### **INFRASTRUCTURE**

**Lead: #5517-01**

*Posted: 5/5/17*

**Invitation to Bid**

*Location: KENYA*

*Product/Service: **Kenya Electricity Modernization Project***

*Brief Description: **Project Background:** Kenya Power and Lighting Company Limited (KPLC) released a tender for the design, supply, and installation of advanced metering infrastructure (AMI) systems to support the Kenya Electricity Modernization Project (KEMP). Specifically, the AMI systems will support revenue recovery and protection programs. KPLC received credit from the International Development Association (IDA) towards the cost of the KEMP, and the proceeds of this credit will be applied to eligible payments under the contract.*

Bidding will be conducted through the International Competitive Bidding procedures as specified in the World Bank's Guidelines: Procurement of Goods, Works and Non-Consulting Services under IBRD Loans and IDA Credits & Grants by World Bank & Borrowers, published by the Bank in January 2011 (Revised July 2014, Procurement Guidelines).

**Link for more information:** For further details on KPLC and submission requirements of the tender, see: <http://www.kplc.co.ke/content/item/1872/bid-document---advanced-metering-infrastructure-system-ami-systems-to-support-revenue-recovery-and-protection-programs>

*Proposal Deadline: May 12, 2017*

=====

**CONSULTANCY SERVICES**

**Lead: #5517-01**

*Posted: 5/5/17*

**Request for Proposal**

*Location: MAURITIUS*

*Product/Service: **Consultancy Services for Air Traffic Forecasts in Mauritius***

*Brief Description: **Project Background:** Airports of Mauritius Co. Ltd (AML) has issued a request for proposals for consultancy services needed to update air traffic forecasts at Sir Seewoosagur Ramgoolam (SSR) International Airport in Plaine Magnien, Mauritius. The airport serves as the main hub for Air Mauritius, the flag carrier airline of the country.*

This project represents an excellent opportunity for U.S. firms to partner with AML and work in the aviation sector. Mauritius's aviation market is growing, especially as the country works to improve its accessibility and become a transport hub for the region.



**Link for more information:** <http://publicprocurement.govmu.org>

**Proposal Deadline:** 1300 hours (local time), May 31, 2017.

Electronic submission of proposals will not be accepted.

=====

## **April 2017 Leads**

### **AGRICULTURAL PRODUCTS**

**Lead: #42617-01**

*Posted: 4/26/17*

#### **Invitation to Sell**

*Location:* TURKEY

*Product/Service:* **Agricultural Products**

*Brief Description:*

- Fruit Juice Concentrates,  
Apple, pomegranate, apricot, peach, greyfurt, orange, lemon
- Fresh fruit and vegetables,  
Lemon, Orange, Greyfurt, Mandarin, Apple, Apricot, Peach, Grape, Cherry, Strawberry,  
Tomato, Tomato varieties, Cucumber Pepper varieties, etc.
- Dried fruit vegetables and dry food  
hazelnuts, pistachios, walnuts, almonds, etc.  
dried fruits, nuts, Ketchup, etc ..
- For more info please visit <http://www.goknur.biz/en/index.html>

=====

### **ENERGY**

**Lead: #42017-01**

*Posted: 4/20/17*

#### **E-Tender**

*Location:* INDIA

*Product/Service:* **E-Tender to Install Substation Automation Test Bed in Bangalore, India**

*Brief Description:* The Central Power Research Institute (CPRI) recently posted an e-tender document for design, supply, installation, and training services for a Substation Automation Test Bed at CPRI's facilities in Bangalore, India. As an organization under India's Ministry of Power,

CPRI researches development projects in electricity supply systems.  
<https://www.ustda.gov/business-opportunities/trade-leads/e-tender-install-substation-automation-test-bed-bangalore-india>  
*Deadline: 17-May-2017*

\*\*\*\*\*

**Lead: #42017-02**  
*Posted: 4/20/17*

**Request for Proposal**

*Location: HAITI*

*Product/Service: Installation of Microgrid Power Generation Systems in Haiti*

*Brief Description: EarthSpark International ("EarthSpark") recently published a Request for Proposals (RFP) to design, build and install a hybrid solar photovoltaic and energy storage microgrid generation system in Tiburon, Haiti, with the option to install additional microgrids in two other towns located in Haiti's southern peninsula.*

<https://www.ustda.gov/business-opportunities/trade-leads/rfp-installation-microgrid-power-generation-systems-haiti>

*Deadline: 22-May-2017*

=====

TECHNICAL SERVICES

**Lead: #41217-01**  
*Posted: 4/12/17*

**Request for Proposal**

*Location: BRAZIL*

*Product/Service: Brazil - Bahia Broadband, Data Center and e-Government Project  
Technical Assistance*

*Brief Description:*

[https://www.fbo.gov/index?s=opportunity&mode=form&id=712f90767c6d343bb5c7bd4c4b5084f1&tab=core&\\_cview=0](https://www.fbo.gov/index?s=opportunity&mode=form&id=712f90767c6d343bb5c7bd4c4b5084f1&tab=core&_cview=0)

*Deadline: 15-May-17*

\*\*\*\*\*

**Lead: #41717-02**  
*Posted: 4/17/17*

**Request for Proposal**

*Location: INDONESIA*

*Product/Service: Indonesia - PT KAI Rail Maintenance Systems Technical Assistance*

*Brief Description:* The Grantee (PT Kereta Api Indonesia, "Persero," "PT KAI") 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 provide Technical Assistance to assist the Grantee on the Rail Maintenance Systems project.

<https://www.fbo.gov/index?s=opportunity&mode=form&tab=core&id=b96cf323dfabced3d8228b254c010545&cvview=1>

=====

### **Additional Opportunities**

- FY 2017 Notice of Funding Opportunity for NGO Programs Benefiting Urban Refugees in South Africa.

<https://www.state.gov/j/prm/funding/fy2017/270121.htm>

=====

### **March 2017 Leads**

#### **CONSTRUCTION**

#### **Lead: #32917-01**

*Posted: 3/29/17*

#### **Request for Quotation**

*Location:* UNDP COUNTRY OFFICE-JUBA - SOUTH SUDAN

*Product/Service:* **Procurement of Civil works**

*Brief Description:* [http://procurement-notices.undp.org/view\\_notice.cfm?notice\\_id=36680](http://procurement-notices.undp.org/view_notice.cfm?notice_id=36680)

*Deadline:* 11-Apr-17

\*\*\*\*\*

#### **Lead: #32917-02**

*Posted: 3/29/17*

#### **Invitation to Bid**

*Location:* UNDP CO BIH - BOSNIA AND HERZEGOVINA

*Product/Service:* **Construction works on landslide rehabilitation in Karajlici-Kerep; Municipality Gradacac; BIH**

*Brief Description:* [http://procurement-notices.undp.org/view\\_notice.cfm?notice\\_id=36670](http://procurement-notices.undp.org/view_notice.cfm?notice_id=36670)

*Deadline:* 20-Apr-17

\*\*\*\*\*

#### **Lead: #32917-03**

*Posted: 3/29/17*

**Invitation to Bid**

*Location:* UNDP COUNTRY OFFICE - SRI LANKA

*Product/Service:* **ITB Implement Construction Works (ITB-GLED-1-2017)**

*Brief Description:* [http://procurement-notices.undp.org/view\\_file.cfm?doc\\_id=104580](http://procurement-notices.undp.org/view_file.cfm?doc_id=104580)

\*\*\*\*\*

**Lead: #32917-04**

*Posted:* 3/29/17

**Invitation to Bid**

*Location:* UNDP Country Office - LEBANON

*Product/Service:* **Construction of Concrete Irrigation Canals and Networks in El Qaa, North Bekaa**

*Brief Description:* [http://procurement-notices.undp.org/view\\_file.cfm?doc\\_id=103621](http://procurement-notices.undp.org/view_file.cfm?doc_id=103621)

=====

**CONSULTANTS**

**Lead: #32917-01**

*Posted:* 3/29/17

**Request for Proposal**

*Location:* UNDP VIETNAM

*Product/Service:* **Construction of Concrete Irrigation Canals and Networks in El Qaa, North Bekaa**

*Brief Description:* [http://procurement-notices.undp.org/view\\_file.cfm?doc\\_id=104496](http://procurement-notices.undp.org/view_file.cfm?doc_id=104496)

*Deadline:* 7-Apr-17

=====

**IT / COMPUTERS**

**Lead: #32917-01**

*Posted:* 3/29/17

**Invitation to Bid**

*Location:* UNDP Country Office - ZIMBABWE

*Product/Service:* **NATPHARM RFID Based Warehouse Management System**

*Brief Description:* [http://procurement-notices.undp.org/view\\_file.cfm?doc\\_id=104516](http://procurement-notices.undp.org/view_file.cfm?doc_id=104516)

*Deadline:* 19-Apr-17

=====

## VEHICLES

**Lead: #32917-01**

*Posted: 3/29/17*

### **Request for Quotation**

*Location: UNDP Syria - SYRIAN ARAB REPUBLIC*

*Product/Service: Maintenance and Operation of Trucks Vehicles and Equipment in the City of Quamishli*

*Brief Description: [http://procurement-notices.undp.org/view\\_file.cfm?doc\\_id=104587](http://procurement-notices.undp.org/view_file.cfm?doc_id=104587)*

*Deadline: 4-Apr-17*

=====

## OTHER LEADS

**Lead: #32917-01**

*Posted: 3/29/17*

### **Request for Quotation**

*Location: BANGUI - CENTRAL AFRICAN REPUBLIC*

*Product/Service: Equipements, mobiliers et fournitures de bureau.*

*Brief Description: [http://procurement-notices.undp.org/view\\_notice.cfm?notice\\_id=36622](http://procurement-notices.undp.org/view_notice.cfm?notice_id=36622)*

*Deadline: 10-Apr-17*

\*\*\*\*\*

**Lead: #32917-02**

*Posted: 3/29/17*

### **Request for Quotation**

*Location: UNDP Country Office – TURKEY*

*Product/Service: Goods – Procurement of Sewing Workshop Machinery*

*Brief Description: [http://procurement-notices.undp.org/view\\_file.cfm?doc\\_id=104780](http://procurement-notices.undp.org/view_file.cfm?doc_id=104780)*

*Deadline: 17-Apr-17*

\*\*\*\*\*

**Lead: #32917-03**

*Posted: 3/29/17*

### **Request for Quotation**

*Location: UNDP Country Office – ARMENIA*

*Product/Service:* **Supply of energy efficient light equipment for indoor illumination of Yerevan municipality and Yerevan history museum**

*Brief Description:* [http://procurement-notices.undp.org/view\\_file.cfm?doc\\_id=104800](http://procurement-notices.undp.org/view_file.cfm?doc_id=104800)

*Deadline:* 12-Apr-17

\*\*\*\*\*

**Lead: #32917-04**

*Posted:* 3/29/17

### **Request for Proposal**

*Location:* UNDP Country Office – ERITREA

*Product/Service:* **Production of Materials for Communication and Knowledge Management**

*Brief Description:* [http://procurement-notices.undp.org/view\\_notice.cfm?notice\\_id=36634](http://procurement-notices.undp.org/view_notice.cfm?notice_id=36634)

*Deadline:* 18-Apr-17

=====

### **Additional Opportunities**

- FY 2017 Notice of Funding Opportunity for NGO Programs Benefiting Afghan, Iraqi, and Other Non-Syrian Refugees and Asylum seekers in Turkey  
<https://www.state.gov/j/prm/funding/fy2017/268319.htm>
- FY 2017 Notice of Funding Opportunity for Tibetan and Sri Lankan Refugees, and Returnees in India, Nepal, and Sri Lanka  
<https://www.state.gov/j/prm/funding/fy2017/268302.htm>
- Execution of Works for Rehabilitation and Upgrading of Road N13, Lot D: Cuamba - Muita (138 km) (Nacala Road Corridor, Phase I)  
[https://www.afdb.org/fileadmin/uploads/afdb/Documents/Procurement/Project-related-Procurement/SPN\\_-\\_Ethiopia\\_%E2%80%93\\_Preliminary\\_Requirements\\_-\\_Jimma\\_-\\_Chida\\_Road\\_Upgrading\\_Project.pdf](https://www.afdb.org/fileadmin/uploads/afdb/Documents/Procurement/Project-related-Procurement/SPN_-_Ethiopia_%E2%80%93_Preliminary_Requirements_-_Jimma_-_Chida_Road_Upgrading_Project.pdf)
- Electricity Distribution System Reinforcement and Extension Project (EDSREP) – Ghana  
[https://www.afdb.org/fileadmin/uploads/afdb/Documents/Procurement/Project-related-Procurement/SPN\\_-\\_Ghana\\_-\\_Bidding\\_document\\_for\\_supply\\_and\\_installation\\_of\\_a\\_bulk\\_supply\\_point\\_interconnecting\\_circuits\\_at\\_Juabeso\\_in\\_the\\_western\\_region\\_of\\_Ghana\\_-\\_EDSREP.pdf](https://www.afdb.org/fileadmin/uploads/afdb/Documents/Procurement/Project-related-Procurement/SPN_-_Ghana_-_Bidding_document_for_supply_and_installation_of_a_bulk_supply_point_interconnecting_circuits_at_Juabeso_in_the_western_region_of_Ghana_-_EDSREP.pdf)

=====

### **February 2017 Leads**

AGRICULTURE, FOOD PRODUCTS, FRESH FOODS

**Lead: #22217-01**

*Posted:* 2/22/17

**Invitation to Buy**

*Location:* Israel

*Product/Service:* **Apple Sauce, Maple Syrup & Chestnuts**

*Brief Description:* A leading Israeli supermarket chain is looking for the following products.

The items the importer is interested in are;

1. **Apple Sauce** 100% and also organic version in: cups, glass jar, pouches also products that contain apple sauce with other fruits such as banana etc.
2. 100% natural **Maple Syrup** and also organic version in plastic and/or glass bottle, packaged in 250 ml., 500 ml. or 1 liter containers.
3. **Chestnuts:** roasted and peeled with no preservations and artificial color/flavors also organic version. In addition, 100% chestnuts with shell in: 100 gr., 150 gr. bag.

Kosher certification for these items is preferred, but not mandatory.

\*\*\*\*\*

**Lead: #22217-02**

*Posted:* 2/22/17

**Invitation to Buy**

*Location:* Jordan

*Product/Service:* **Snacks Foods & Confectioneries**

*Brief Description:* A new Jordanian company specialized in importing Premium Quality Food and Beverage Products to the local market is looking for FMCG products.

They focus mostly on the snacks and confectionery sectors.

=====

**PHARMACEUTICAL**

**Lead: #22217-01**

*Posted:* 2/22/17

**Invitation to Buy**

*Location:* Iraq

*Product/Service:* **A Dossier for COC Vials**

*Brief Description:* A newly installed pharma lab in Kurdistan is looking to purchase a dossier that would use COC vials.

They are most interested in cancer medicine or eye drops, but any appropriate pharmaceutical product would be of interest, given that the Iraqi market needs virtually everything.

=====

## **ADDITIONAL LEADS**

**Belize:** Major tender for supplies related to controlled drugs, dental equipment, labs, x-rays, medical equipment, and galenicals.

**Azerbaijan:** Ancestry and genealogy DNA research equipment

**UK:** Tender for CT scanners

**Botswana:** Tender for first aid supplies and emergency equipment

**Turkey:** Plant stem cells for skin care in esthetic clinics; 2nd generation PRP products

To respond to these trade leads, please contact our office at [info@wtcde.com](mailto:info@wtcde.com) .

=====

## **January 2017 Leads**

ENERGY & MACHINERY  
GREEN ENERGY

**Lead: #11817-01**

*Posted: 1/18/17*

### **Invitation to Buy**

*Location:* Israel

*Product/Service:* **Domestic Energy Production**

*Brief Description:* An Israeli entrepreneur is looking for any energy application, whereby when installed into a residence or even apartment building, energy is generated in a way that it could be resold into the national or local energy grid.

For example, there are turbines that, when attached to the main water pipe of a 10 story building, produces electricity for the domestic use of the building, including light for the stairs, for the parking lots, for decorative purposes, etc. Any extra power is sold to the electricity authority.

This could also be a solar application.

\*\*\*\*\*



**Lead: #11817-02**

*Posted: 1/18/17*

**Invitation for Expression of Interest**

*Location: Morocco*

*Product/Service: Solar Energy Technologies*

*Brief Description:* The solar energy market in Morocco is a growing and prosperous one. It is well-funded, supported by legislation and encouraging. US manufacturers of solar energy generation applications are sought after by Moroccan agents to develop business opportunities in the solar energy equipment market.

To this end, State of Delaware's Middle East Regional Office has prepared this brief report on Morocco's solar sector and the opportunities therein. Interested US companies should be in contact with us in order to further develop this potential.

=====

**PHARMACEUTICAL**

**Lead: #11817-01**

*Posted: 1/18/17*

**Invitation to Buy**

*Location: EGYPT*

*Product/Service: Veterinary Pharmaceuticals*

*Brief Description:* A small Egyptian company in the veterinary field is looking for any relevant US produced pharmaceuticals to promote in the Egyptian market.

=====

**LAB 7 MEDICAL EQUIPMENT (HEALTHCARE)**

**FOOD PRODUCTS**

**Lead: #11817-01**

*Posted: 1/18/17*

**Invitation for Expression of Interest**

*Location: IRAQ*

*Product/Service: Diabetes Applications*

*Brief Description:* An experienced and proven Iraqi agent is looking for any and all applications addressing diabetes. This includes not only medical devices and therapeutic application, but also food items. There is a very strong interest in sugar type substitutes such as stevia, especially if it can be private labeled.