



Doing Business with MCC in Africa

May 24, 2011

Introduction to MCC



MILLENNIUM

CHALLENGE CORPORATION

UNITED STATES OF AMERICA



▶ MCC PRINCIPLES

PRINCIPLES INTO PRACTICE

RESULTS

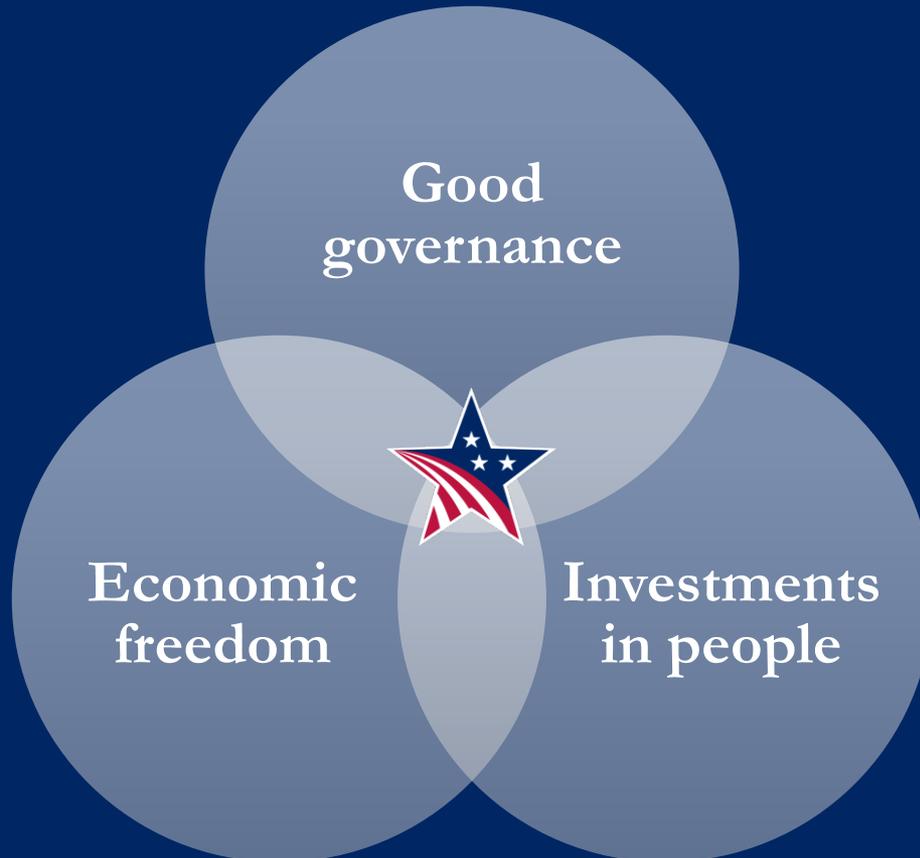
LOOKING FORWARD





What is MCC?

- The Millennium Challenge Corporation is a U.S. Government agency designed to reduce poverty through economic growth in select developing countries.





MCC's mandate: Reduce **poverty** through economic **growth**.

- Created with bipartisan support by the U.S. Congress in 2004
- Led by a governing Board of Directors:
 - Secretary of State (Chair)
 - MCC Chief Executive Officer
 - Secretary of the Treasury
 - U.S. Trade Representative
 - USAID Administrator
 - Four members of the private sector



Two Types of Poverty Reduction Programs

MCC Compacts

- 5-year grants
- Large-scale and complex
- Awarded to eligible countries as determined by MCC's eligibility criteria and final vote of the MCC Board of Directors
- \$8.1 billion awarded as compact grants
- 23 partner countries in Latin America, Africa, Europe, the Middle East, Asia, and the Pacific (19 active)
- Implemented by the partner country government with guidance and oversight from MCC

Threshold Programs

- 2- or 3-year grants
- Smaller in scale and objectives
- Awarded to countries not compact-eligible but committed to improving policy performance
- \$495 million awarded as Threshold grants
- 21 partner countries in Latin America, Africa, Europe, the Middle East, and Asia (7 active)
- Implemented by MCC and USAID in consultation with the partner country government





What's different about MCC?

Competitive selection



Country-led design



Country-led implementation



Focus on results





Country Ownership

- Countries determine their own priorities and develop their own proposals for achieving sustainable economic growth.
- MCA entities lead implementation of MCC Compacts and employ national citizens

Pictured: Residents of El Salvador's Northern Zone pose next to their new solar panel. Because the MCC-funded power line construction project in El Salvador does not extend to rural zones, MCC identified alternative methods of electrification in rural areas.





Pictured: In Jordan, local women engage in a consultative workshop in Amman for development of its \$275 million MCC Compact. MCC employs strict standards to ensure gender integration is employed in all stages of its work with partner countries.





Competitive Selection

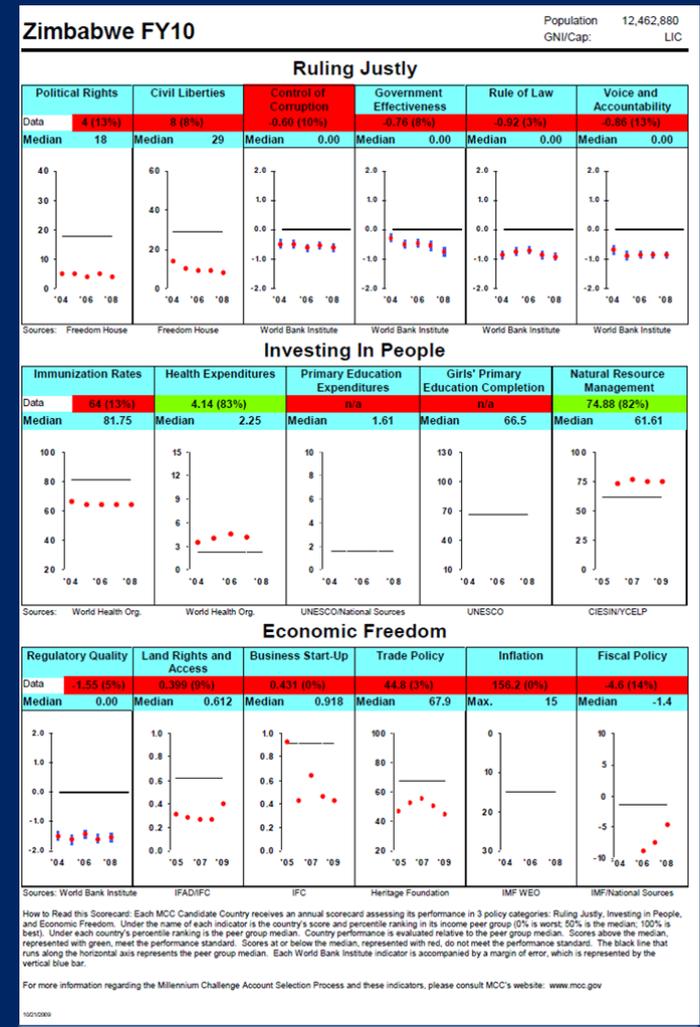
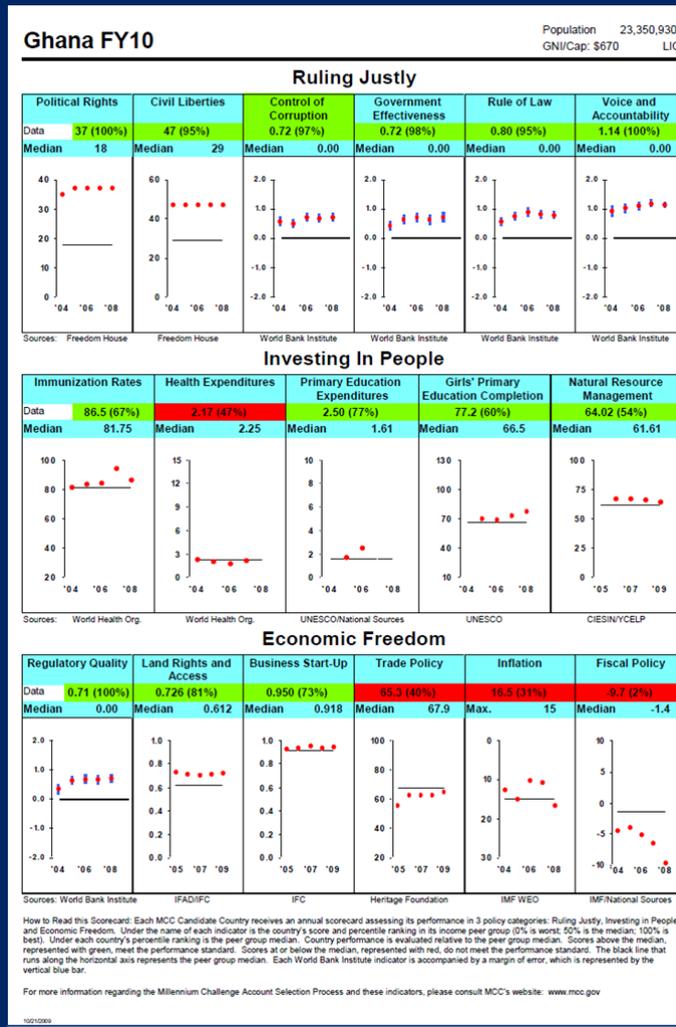
- MCC Board examines country performance based on 17 independent indicators
- Policy indicator categories:
 - Ruling justly
 - Investing in people
 - Economic freedom
- Selection is based on policy performance



MCC Scorecards

Sample indicators:

- Civil liberties
- Control of Corruption
- Immunization rates
- Health and education expenditures
- Natural resource management
- Land rights and access
- Number of days to start a business
- Inflation rate

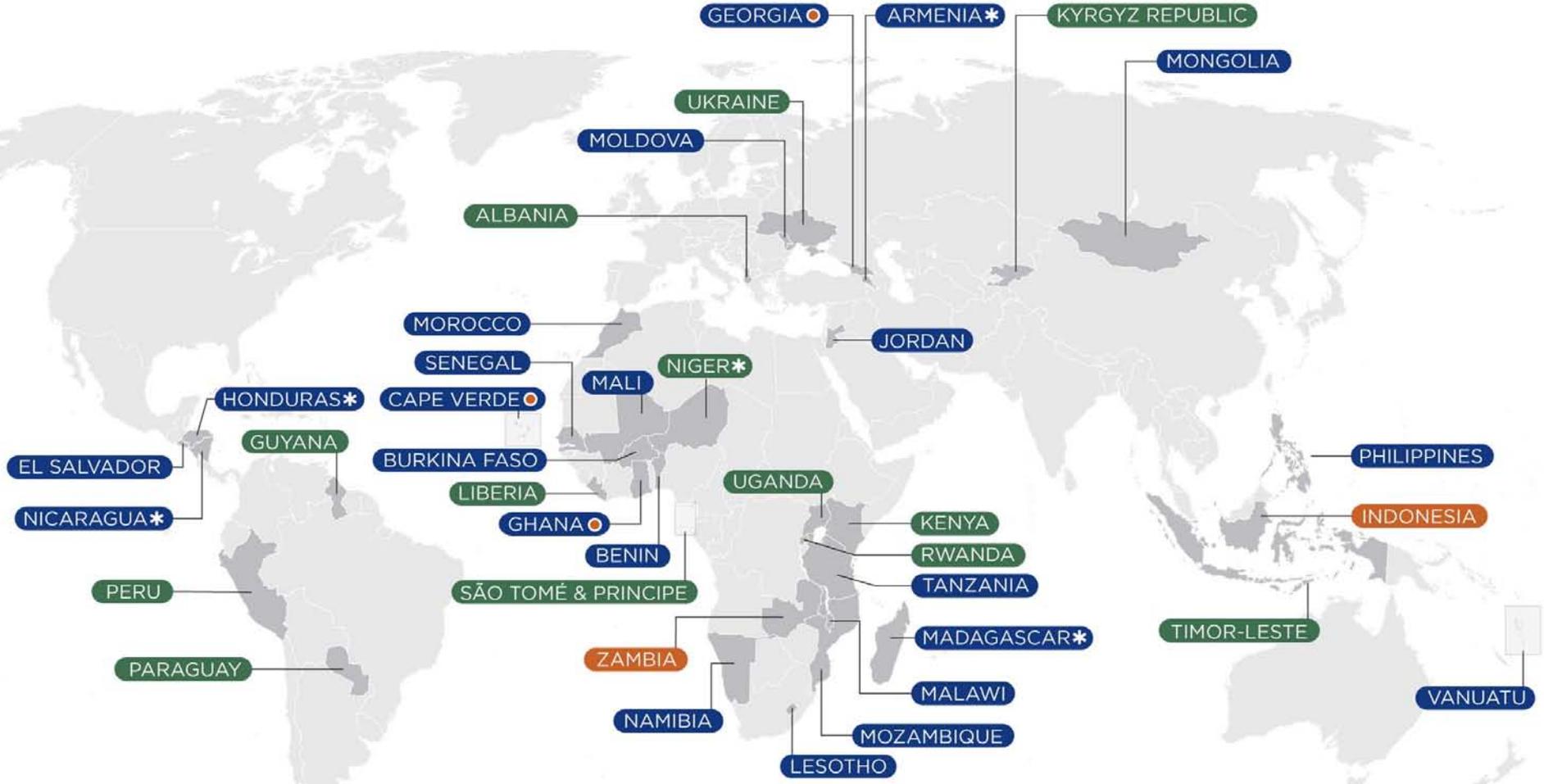


Indicator data sources: World Bank Institute, International Monetary Fund, Freedom House, WHO, UNESCO, Heritage Foundation, International Finance Corporation





Compact, Threshold Program and Eligible Countries



- Countries with Signed MCC Compacts
- Countries Eligible to Develop an MCC Compact
- MCC Threshold Program Countries

* MCC's Board of Directors put on hold, suspended or terminated a portion of assistance due to actions taken by the government that are inconsistent with MCC's eligibility criteria.
 ● Eligible to develop a subsequent compact.



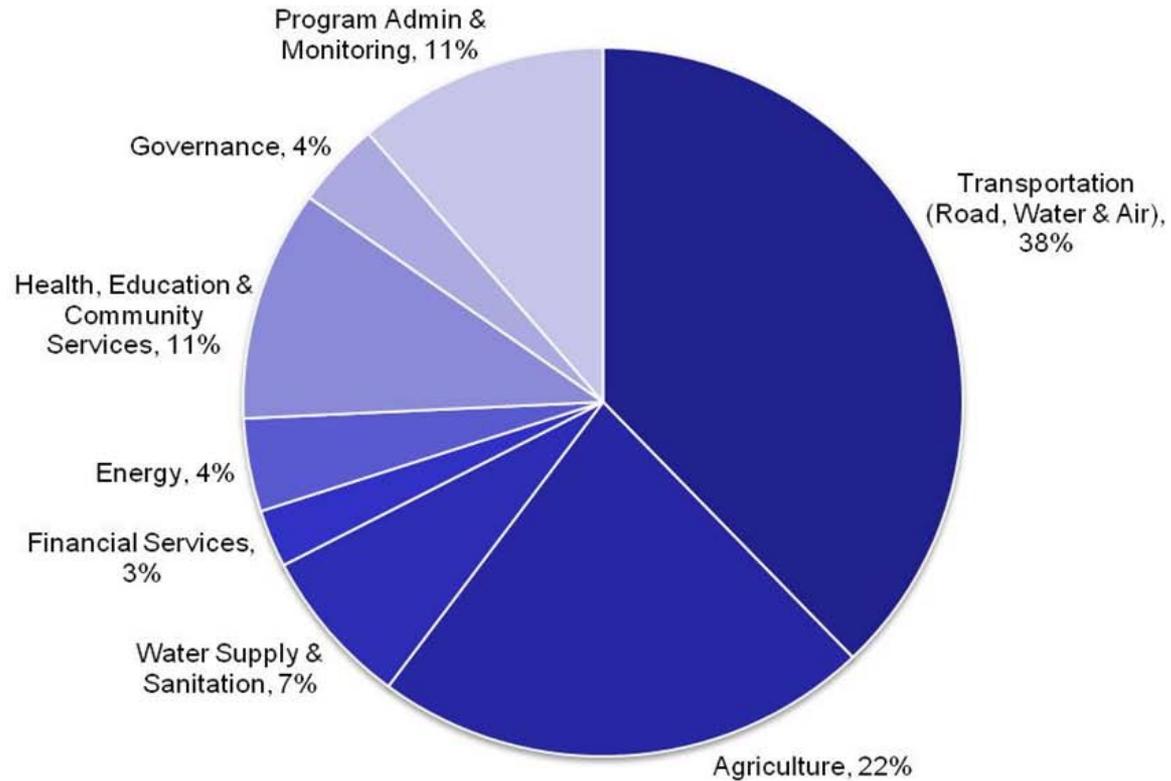
Examples of MCC-Funded Activities

- Agriculture and irrigation
- Transportation corridor infrastructure and road maintenance
- Water supply and sanitation infrastructure
- Healthcare infrastructure and health education
- Primary, secondary, and technical education infrastructure and training
- Microfinance, macro-finance and enterprise development
- Policy reform:
 - Access to land and land rights
 - Gender rights and economic integration
 - Financial regulatory reform
 - Anticorruption initiatives



Distribution of Investments

Results at a Glance: Compact Investments by Sector total \$7.1b, as of September 30, 2010



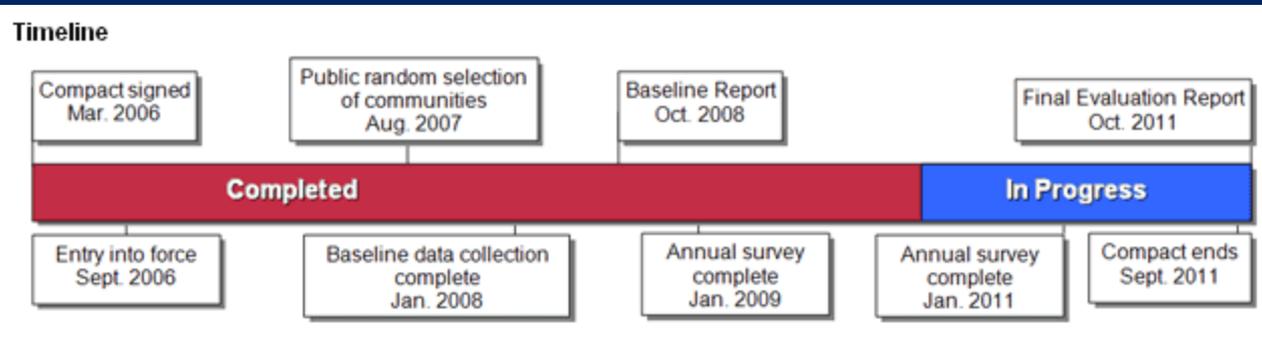
Agriculture, 22%



Sanitation, 7%
Water supply &

- Pre-compact economic assessments
 - Economic rates of return per project (ERR)
 - Beneficiary analyses – project must result in raised incomes
- Performance monitoring and adjustments/re-scoping as needed
- Independent third-party impact evaluations

Example: Timeline of monitoring and evaluation in Armenia





MCC PRINCIPLES

▶ PRINCIPLES INTO PRACTICE

RESULTS

LOOKING FORWARD





MCC and Results

MCC identifies activities that have the **greatest promise** of poverty reduction through **growth**

MCC measures **progress** during implementation by tracking processes, **outputs**, and **outcomes**

MCC applies **lessons learned** to current and future programs



- Provide program overviews
- Track investments
- Monitor progress in each MCC country
- Available to the public

Cape Verde Compact Progress

- ★ **Watershed Management and Agricultural Support:** Approximately 78% of all water capturing infrastructure construction on Santo Antao, Fogo and S.Nicolau islands has been concluded. The water distribution system in Santo Antao has been completed and is underway in the other two islands. Under the *Credit Activity*, 56% of \$450,000 has been disbursed to microfinance institutions for agribusiness and drip irrigation.
- ★ **Infrastructure Project:** The Assomada Rincão (15.6 km) road was inaugurated on July 18, 2009 and 40% of Cruz Grande-Calhetona (15km) has been completed. Over 80% of all the bridge works (4 bridges and a connecting road) in Santo Antao are completed.
- ★ Construction on the rehabilitation of the Port of Praia are

progressing with 33% of the works completed.

- ★ Environmental and Social Assessment policies are being followed in the implementation of all activities, with practices being well received by contractors and beneficiaries alike. These practices include the implementation of a Water Resources Management Plan to ensure sustainable use of wells for agriculture.
- ★ **Program Administration:** The Compact closure process for Cape Verde's Compact is underway. MCA-CV has presented a draft closure plan to MCC for review.
- ★ Cape Verde received the visit of Hillary Clinton, Secretary of State and Chair of MCC Board, on 13-14 August.

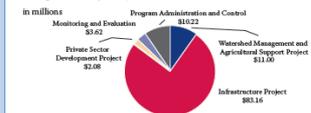
Compact At-A-Glance

Signed.....7/4/2005
Entry Into Force.....10/17/2005

The five-year, \$100.0 million compact seeks to improve investment climate, reform the financial sector, develop infrastructure to support increased economic activity and provide access to markets, employment and social services. Other goals include increasing agricultural productivity and rural incomes.

World Development Indicators, World Bank, 2008

Obligations by Project



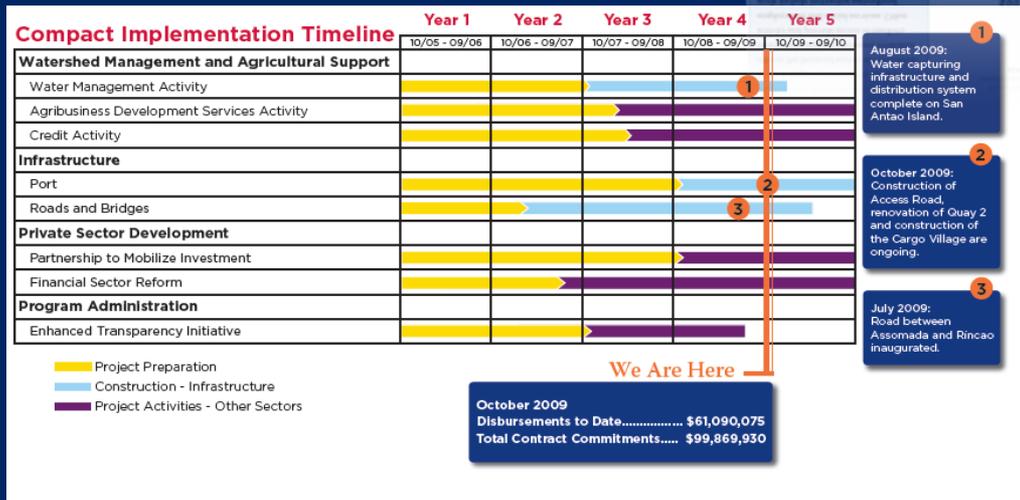
\$99,869,930 total contract commitments
\$61,090,075 disbursed to date

Country At-A-Glance

Population.....498,672*
GNI per Capita.....\$3,130*



On the Web:
www.mcc.gov
MCA-Cape Verde:
www.mca.cv





Impact Evaluations

- MCC is committed to conducting **independent** and **rigorous** impact evaluations as an integral part of our **focus on results**. Impact evaluations measure the changes in individual, household or community **income** and **well-being** that result from a particular project or program.
- MCC uses teams of independent **professional researchers** to carry out impact evaluations and ensure **unbiased** results.



Examples of Impact Evaluations in Progress

Country Program	Evaluation	Focus	Methodology
Armenia Compact	Rural Road Rehabilitation	What is the effect of rural road rehabilitation on the quality and accessibility of roads, agricultural productivity and profits, and household well-being ?	Regression discontinuity
Armenia Compact	Water to Market Activity	What is the impact of on-farm water management training on farming practices, agricultural productivity, and the income of rural farming households?	Randomized control trial
Benin Compact	Financial Innovation and Expansion Challenge Facility	What is the impact of the intervention on transaction costs and loan portfolio quality, and deposit and lending activity of microfinance institutions ? What is the impact on the operating costs and profits of grantees? Does the intervention improve the financial performance of clients?	Matching
Burkina Faso Threshold Program	Threshold Activity (Increasing girls' enrollment in primary schools)	What was the impact of the program on school enrollment ? What was the impact of the program on test scores ? Were the impacts different for girls than for boys?	Regression discontinuity
Mozambique Compact	Rural Water Supply Project	Does increased access to improved rural water points improve health outcomes with respect to diarrhea in particular and reduce time to collect water ? Do improved and appropriate technology of rural water points increase household income and raise productivity ?	Randomized control trial



Impact
evaluations:

Enhance the **design** of
current and future
programs

Contribute to a **broader
understanding** of
development
effectiveness

Provide critical
information regarding
the **performance** of
specific activities





MCC PRINCIPLES

PRINCIPLES INTO PRACTICE

▶ RESULTS

LOOKING FORWARD





Honduras: Secondary Roads





Vanuatu: Roads



BEFORE

BEFORE



DURING

DURING





Cape Verde: Roads and bridges





Armenia: Irrigation Canals



- \$22.7 million Threshold Program
- Streamlining business registration, reducing corruption, improving government effectiveness
- The number of days to register a new business decreased from 35 to 8; business registrations increased by 100% in the first months and 30% in subsequent years

An officer with the Patents and Companies Registration Office in Zambia helps a customer register his business at the newly automated customer service center.





Burkina Faso: Primary Education for Girls

- \$12.9 million Threshold Program
- 132 primary schools targeted to improve girls' education completion rates
- School enrollment improved by 16 to 20 percentage points
- Average test scores increased from the 50th percentile to the 80th percentile



Morocco: Facilitating participation in the formal economy

- \$698 million Morocco Compact
- \$116 million Artisanal Fisheries Project provides technical training and licensing to over 2,000 mobile fish vendors in coastal towns



- Trained vendors adhere to business and hygiene standards, pay taxes, and enter the formal economy. Vendors' **risks are diminished** and improved knowledge of industry best practices, coupled with access to refrigerated transport, helps them obtain **higher market prices** and a **more stable client base, increasing vendors' incomes** over time. In turn, consumers receive a fresher, higher quality product.



“Because of this project, and with the recognition of my work by Moroccan authorities, my children will no longer have any shame in saying that their father is a mobile fish vendor – especially when they see me come home at night, riding my motorbike, dressed in my uniform, and able to satisfy their daily needs.”

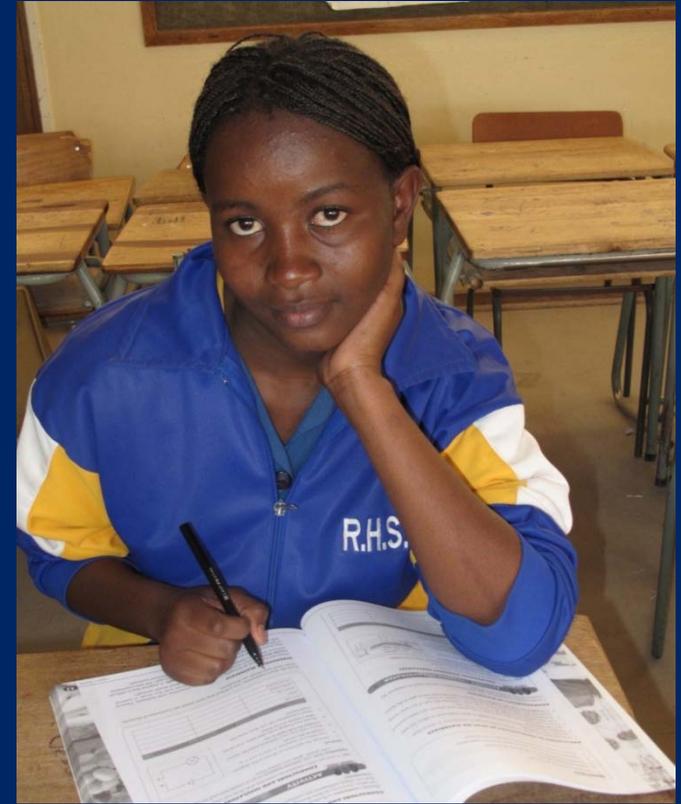
- Abdelaziz El Himer, Morocco





The MCC Effect

- MCC Compacts are powerful incentives for countries to adopt stable and effective policies in order to become compact-eligible
- Aid is more effective when governments are invested in their people
- Open policies encourage private investment and increased trade, creating a sustainable environment for economic development





MCC PRINCIPLES

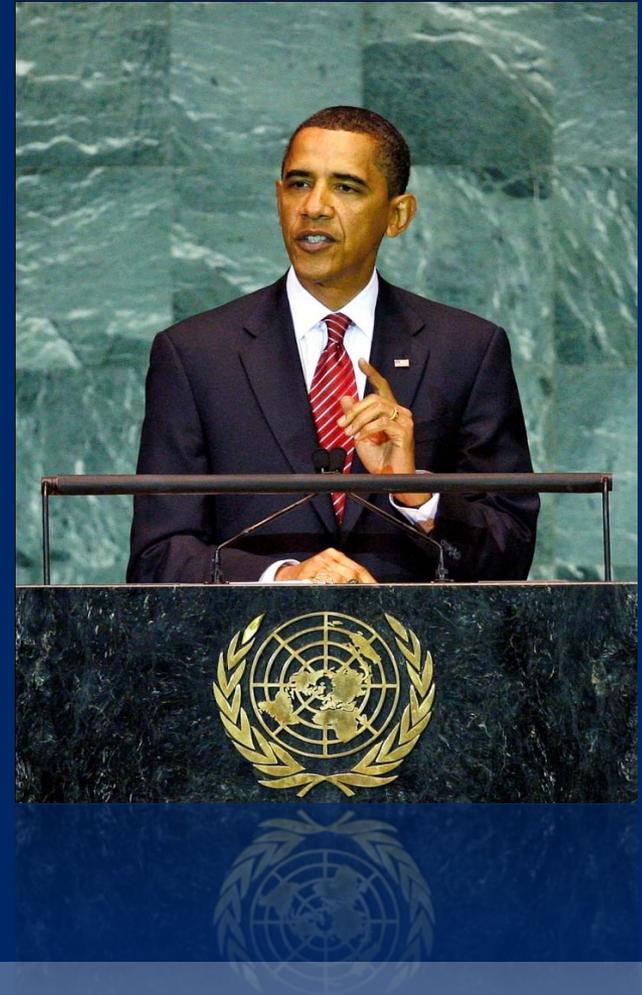
PRINCIPLES INTO PRACTICE

RESULTS

▶ **LOOKING FORWARD**



- President Obama cited **MCC** as the **building block** upon which the new U.S. Global Development Policy, announced in September 2010, was developed.
- MCC is **sharing** six years' worth of **lessons learned** enacting these principles with its agency **partners**, including USAID, the Department of State, and the Department of Treasury.
- MCC's mandate remains the same: Reducing **poverty** through economic **growth**.



New MCC Compacts

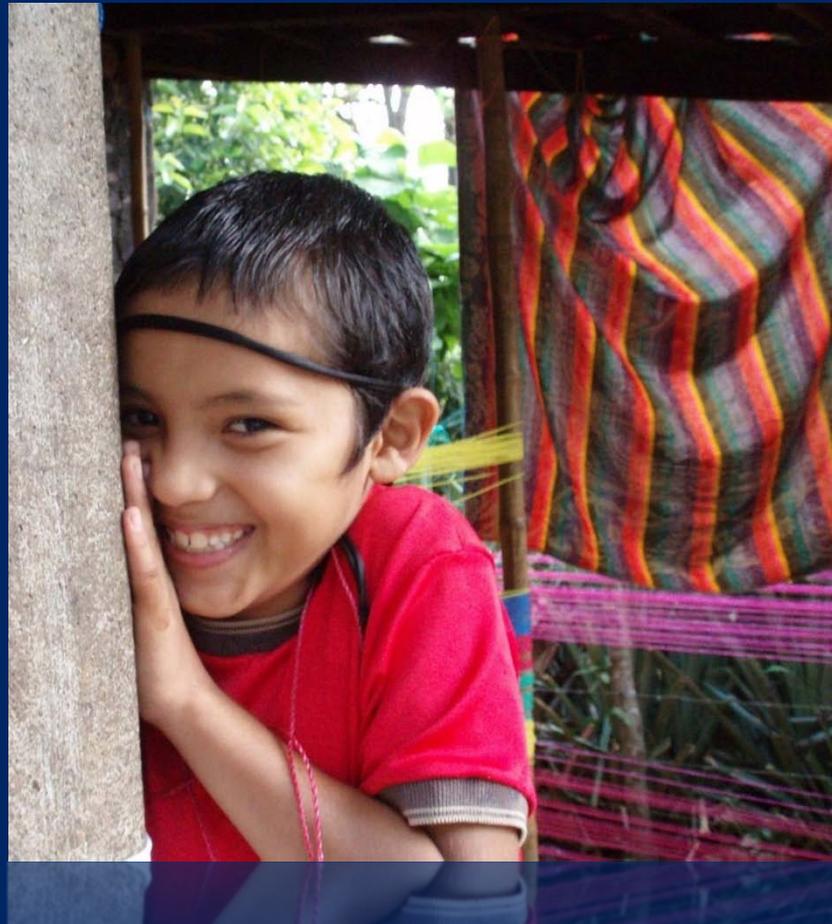
- MCC signed four new compacts in 2010 and 2011:
 - **Moldova** - \$262 million for agricultural development and transportation infrastructure
 - **Philippines** - \$434 million for transportation infrastructure, community development, and improvement of government services
 - **Jordan** - \$275 million for water and sanitation infrastructure
 - **Malawi** - \$350 million for energy sector rehabilitation and reform
- **Zambia** and **Indonesia** compact-eligible
- **Ghana**, **Georgia**, and **Cape Verde** eligible for second compacts





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For more information, visit www.mcc.gov.





Doing Business with MCC in Africa

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MCC Procurement: Policies & Practices



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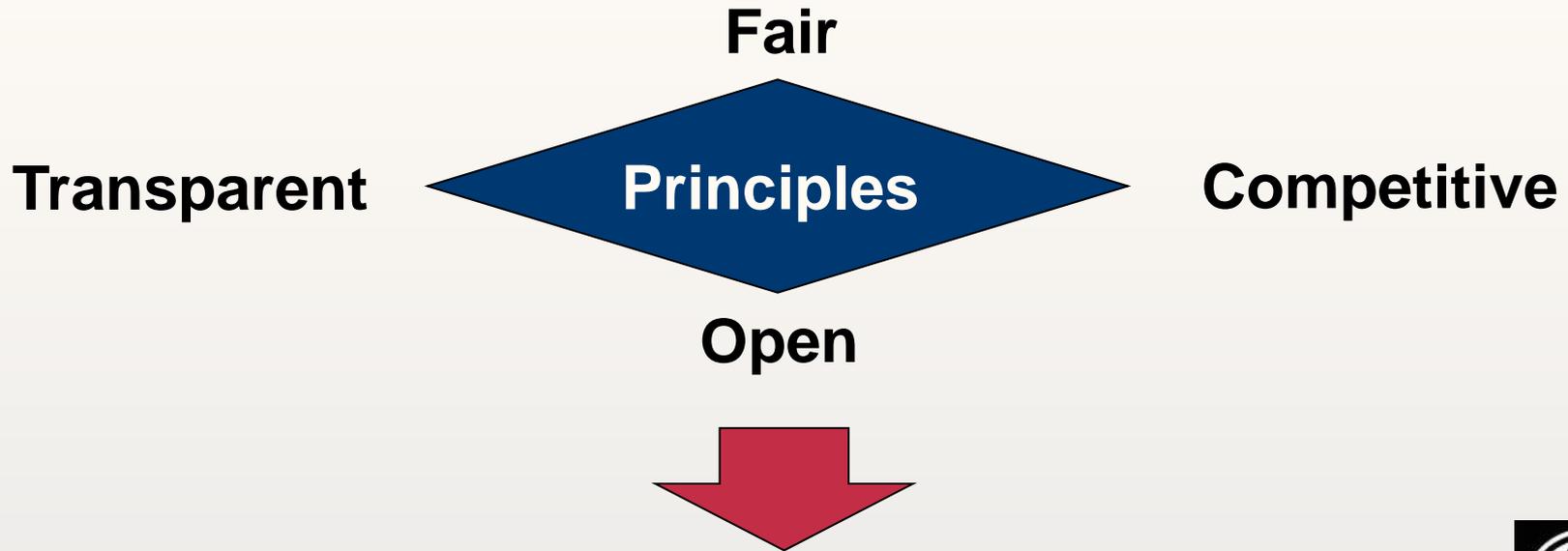
UNITED STATES OF AMERICA

Procurement Processes and Opportunities

MCC Procurement Principles

- Open, fair and competitive procedures
- Solicitations based on clear and accurate descriptions
- Contracts awarded only to responsible suppliers and contractors
- No more than a commercially reasonable price shall be paid

MCC Program Procurement Guidelines



Similar to World Bank Procurement Guidelines with Important Exceptions:



- Provides broader advertising requirements for procurement opportunities
- Tightens restrictions on currency use
- Prohibits national preference in the procuring of goods, works and services
- Includes the excluded parties list under U.S. laws and policies
- Identifies English as the official operating language for MCC funded procurements
- Excludes Government Owned Enterprises from being awarded MCC funded contracts

MCC Model: A More Level Playing Field



- No preferences for U.S. or domestic contractors: **Compacts are “untied”**.
- **No Government Owned Enterprises** may bid (new requirement).
- Past experience & environmental, health, safety, labor **standards matter**.
- **Open and competitive procurements**.
- Award decisions made by **technically qualified experts**.
- **Price reasonableness** – low bid doesn’t always win if it doesn’t make sense.
- **Professional independent oversight** of contract performance.
- **Checks and balances** to guard against abusive discretion.

MCC Program Procurement Guidelines: The Bid Challenge System

First Level Review: Accountable/MCA Entity
Second Level Review: Independent body



Procurement Opportunities

Recipient countries are required to post procurement notices at official websites:

- [United Nations Development Business](#)
- [dgMarket](#)

Each procurement notice includes a point of contact for any questions.

MCC makes payments via The Common Payment System directly to vendors contracted with partner-country MCA entities to implement activities under the MCC-funded compacts.

Real-time open and planned contract opportunities, available for free at <http://www.mcc.gov/pages/interceptor/exit/http://mcc.dgMarket.com> (also available for a fee at <http://www.mcc.gov/pages/interceptor/exit/http://www.devbusiness.com>).

PLANNED PROCUREMENTS

Updated quarterly, last updated: September 2010.

CONTRACT AWARDS

Updated quarterly, last updated: September 2010.

Construction-related services	Tue, 23 Nov 2010 10:54:51 EST	Buyer: MCA-Benin
NATIONAL IDENTITY CARD PROGRAM MANAGED SERVICES & SOLUTIONS PROVIDER (MSSP)	Tue, 23 Nov 2010 09:39:22 EST	Buyer: MCA-Lesotho
Award of Contract for Audit Services	Tue, 23 Nov 2010 02:32:14 EST	Buyer: MCA-Tanzania
A consultancy for Alternative Dispute Resolution in Savelugu-Nanton Pilot Registration District	Mon, 22 Nov 2010 07:49:35 EST	Buyer: Millennium Development Authority (MIDA)
A Consultancy for Inventory And Survey Works At Savelugu-Nanton Pilot Registration District	Mon, 22 Nov 2010 08:46:46 EST	Buyer: Millennium Development Authority (MIDA)
Training services	Mon, 22 Nov 2010 17:14:58 EST	Buyer: MCA-Mali
Contract Award Nr 20	Mon, 22 Nov 2010 08:33:34 EST	Buyer: Millennium Challenge Account-Mozambique
A Consultancy For Community Sensitisation And Gender Activity At Savelugu-Nanton Pilot Registration District	Mon, 22 Nov 2010 09:00:50 EST	Buyer: Millennium Development Authority (MIDA)
Information systems	Thu, 18 Nov 2010 11:40:18 EST	Buyer: MCA-Benin

<http://www.mcc.gov/business/compactprocurements>



Compact procurements

- Administered by MCA Entities.
- Contract opportunities are published to:
 1. <http://www.mcc.gov/>
 2. <http://mcc.dgMarket.com/>
 3. <http://www.devbusiness.com/>



Threshold procurements

- Administered by USAID.
- Most tied to US companies.
- Opportunities published to <http://www.FedBizOpps.gov/>



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MCC corporate procurements

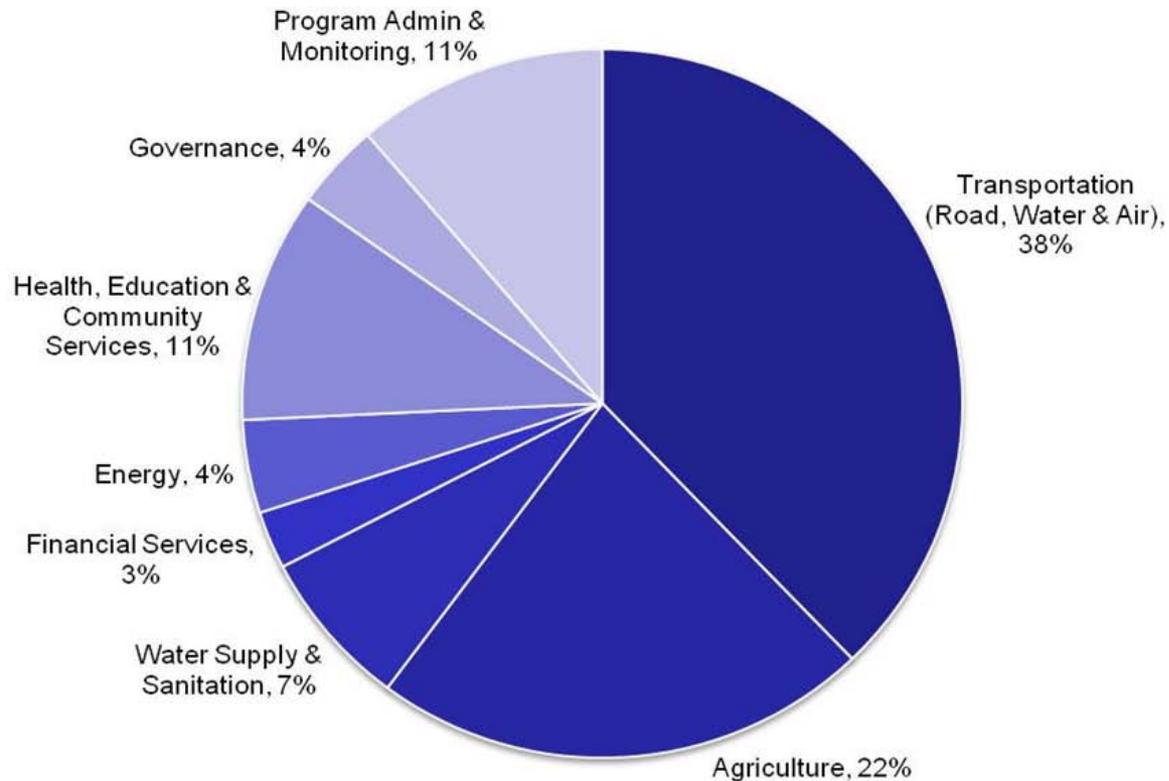
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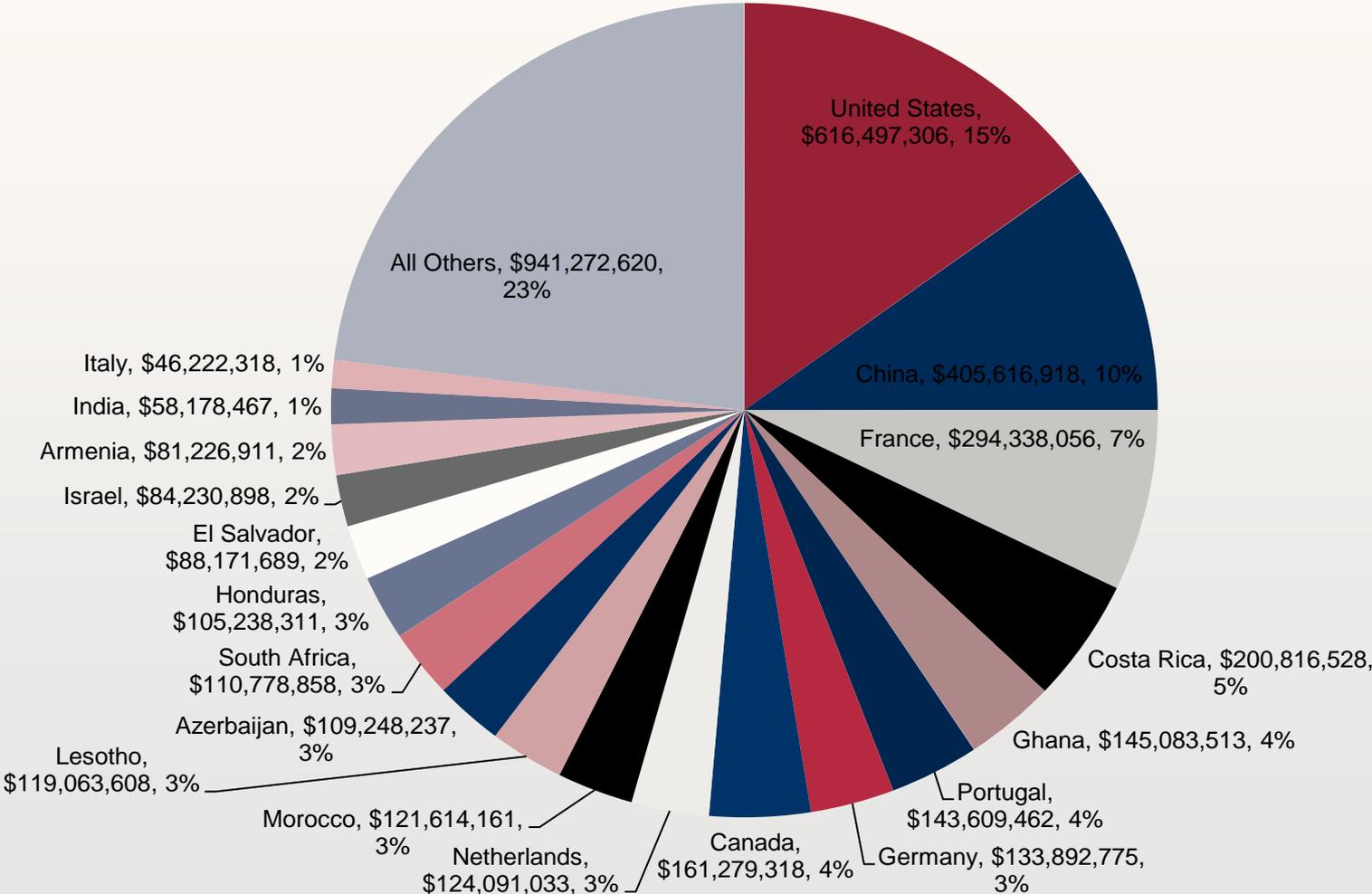
What MCC Funds

Results at a Glance: Compact Investments by Sector
total \$7.1b, as of September 30, 2010



*In the pipeline: Malawi, Zambia, Indonesia;
2nd Compacts for Cape Verde, Georgia, Ghana*

Contractor Nationality of all MCC-Funded Contracts (Worldwide)



MCC Standard Bidding Documents

- In Nov 2007, MCC decided to create Standard Bidding Documents for:
 - Consulting services
 - Small works
 - Large works – Design-Bid-Build
 - Large Works – Design-Build
 - Goods
 - And others
- Why?
 - Consistent approach
 - International standards known in the market
 - Cost/price management
 - Risks consistent from contract to contract
 - A bidder on a road in one country can count on the same general conditions of contract if/when they bid on a road in another country

Evaluation Criteria

Eligibility

- No conflicts of interest
- No GOEs
- Any nationality (with few restrictions)
- No debarred and excluded parties
- No history of non-performing contracts or of litigation
- Other disqualifiers

Technical

- General, similar & specific experience
- Environmental and social documents
- Health and safety documents
- Technical offer – work program, method statement, cash flow projection
- Construction equipment
- Project management organization & personnel

Financial

- Audited financial statements
- Size (turnover) in relation to contract
- Financial ratios (current ratio, debt ratio)
- Financial resources (cash flow requirement)
- Able to obtain securities (bid, performance, advance payment)

Forms of Contract

Large Works

- MCC has purchased licenses from the International Federation of Consulting Engineers (FIDIC) for large works:
 - Design-Bid-Build (Red Book)
 - Design-Build (Yellow Book)
- MCC General Conditions – identical in all FIDIC contracts
- Conditions of Particular Application (COPAs) supplement and amend the General Conditions



International Federation
of Consulting Engineers

Small Works, Goods & Consulting Services

- For these contracts MCC is using World Bank standards with minor accommodations to reflect MCC regulatory requirements.



Infrastructure -- Services Procured

By MCC

- Due Diligence Support
- Feasibility Studies, EIAs, RAPs
- Independent Engineering Services
- Specialty Consulting

By MCAs

- Project Management Consulting
- Feasibility Studies
- SEAs, EIAs, RAPs
- Design & Preparation of Bidding Documents
- Construction Supervision
- Construction
- Specialty Consulting

Lessons Learned

- When bidding on work, you are signing a contract with a foreign entity (MCA), so be prepared to work directly with the client.
- Use caution when relying on couriers (DHL, FEDEX) for bid deliveries
- Knowledge of local challenges – teaming is encouraged
- Read the requirements! Ask questions! Submit EVERYTHING requested in the bidding documents
- Bid Security required – ensure it accompanies the bid
- Advance Payment requires a bank guarantee
- Performance Guarantees required from bank acceptable to the MCA entity – budget for them
- Price reasonableness – low bid doesn't always win if it doesn't make sense

www.MCC.gov: One-stop-shop for Bidders

The screenshot shows the Millennium Challenge Corporation website. At the top left is the MCC logo, a star with the American flag colors, and the text "MILLENNIUM CHALLENGE CORPORATION UNITED STATES OF AMERICA". To the right is a search bar with a "GO" button. Below this is a navigation menu with categories: ABOUT MCC, SELECTION CRITERIA, PROGRAMS & ACTIVITIES, COUNTRIES & COUNTRY TOOLS, RESULTS, PRESS & PUBLIC AFFAIRS, JOBS, and BUSINESS & PROCUREMENTS. Under "BUSINESS & PROCUREMENTS" are sub-links: Overview, Compact Procurements, Procurement Guidelines, Threshold Procurements, Consultant Opportunities, Contracts and Grants, Business Opportunities, and Private Sector Initiatives. The main heading is "Business and Procurement" with a background image of two men in a factory. Below this is a section titled "DOING BUSINESS with MCC COUNTRIES" and a list of three procurement types: Compact Procurements, Threshold Procurements, and Business Opportunities, each with a brief description.

MILLENNIUM CHALLENGE CORPORATION
UNITED STATES OF AMERICA

GO

ABOUT MCC SELECTION CRITERIA PROGRAMS & ACTIVITIES COUNTRIES & COUNTRY TOOLS RESULTS PRESS & PUBLIC AFFAIRS JOBS **BUSINESS & PROCUREMENTS**

Overview Compact Procurements Procurement Guidelines Threshold Procurements Consultant Opportunities Contracts and Grants Business Opportunities Private Sector Initiatives

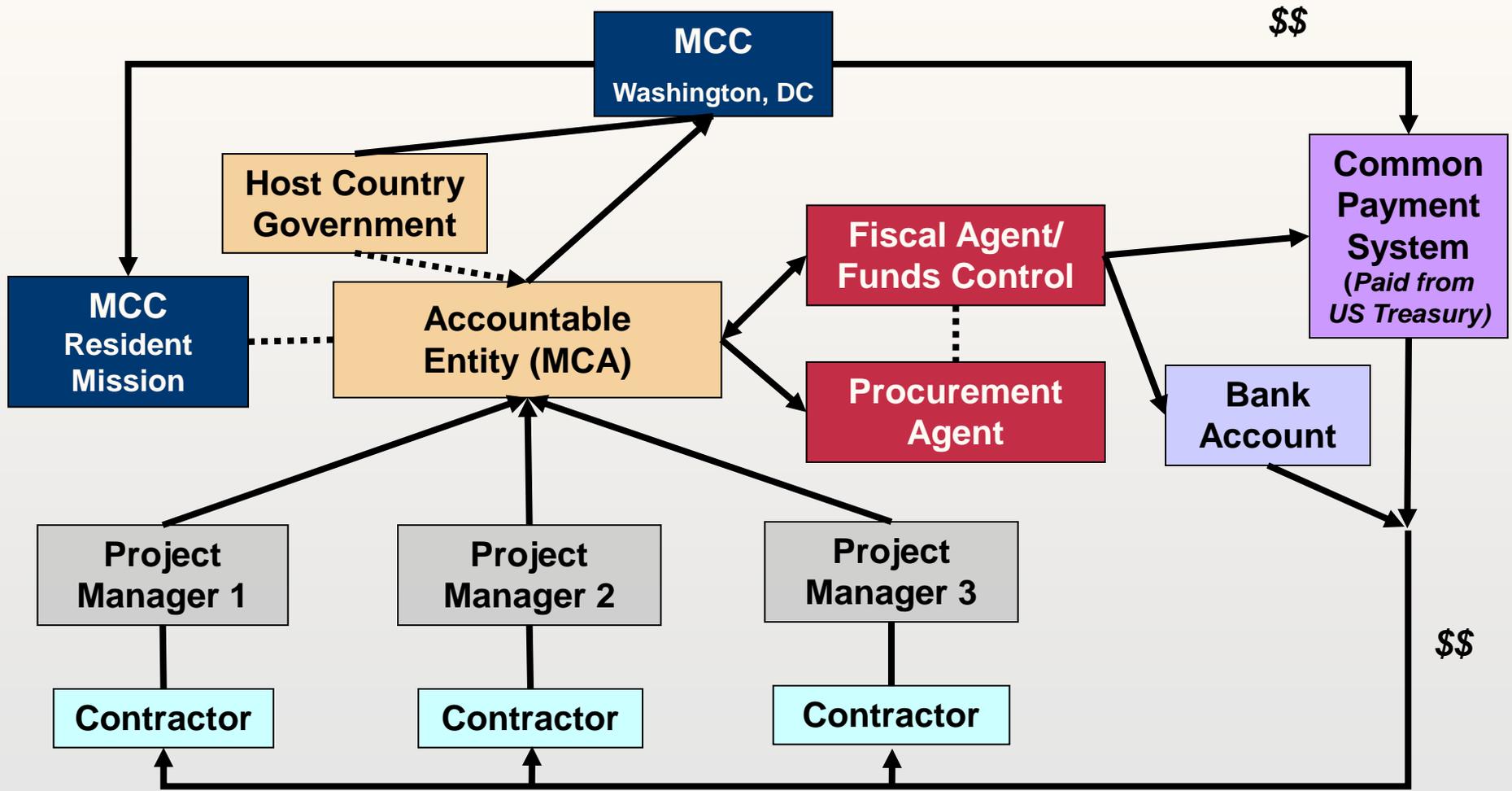
Business and Procurement

DOING BUSINESS
with
MCC COUNTRIES

- Compact Procurements**
Procurements from countries with signed Compacts are listed here, at dgMarket and U.N. Development Business.
- Threshold Procurements**
These procurements are managed by other U.S. government implementing partners.
- Business Opportunities**
Opportunities for businesses to capitalize or expand on MCC investments.

Open, Planned & Awarded Opportunities at/above \$200k all posted to <http://www.mcc.gov/pages/business>

Compact Implementing Structure



Ensures Sound Fiscal Accountability

MCC Policy on Government Owned Enterprises

- Transparency and open competition in procurement lead to the best value for taxpayer money and stretches MCC's resources.
 - Companies from 54 countries have won MCC-funded contracts. No single nation's companies have dominated MCC contracting.
- Noting that GOEs often compete with some form of support from their home government, MCC took action to help ensure a level playing field for commercial firms from all countries to compete for MCC-funded contracts.
- MCC revised the PPG to exclude from GOEs competing for MCC-funded contracts, except in certain cases.
 - The restriction on the eligibility of GOEs does not apply to Government-owned educational, research, and statistical institutions and other technical units of government not formed primarily for a commercial or business purpose.

Doing Business With MCC

WWW.MCC.GOV

DOING BUSINESS *with* MCC

Subscribe to MCC's Email List

Email Address

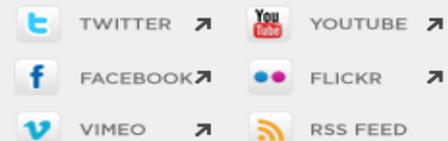
I want to receive:

- Monthly Newsletter and Success Stories (typically biweekly)
- Press Releases and Media Advisories (several times a month)
- Event Notifications and Invitations (several times a month)
- Doing Business with MCC

Email Format

- html
- text
- mobile

Connect with MCC

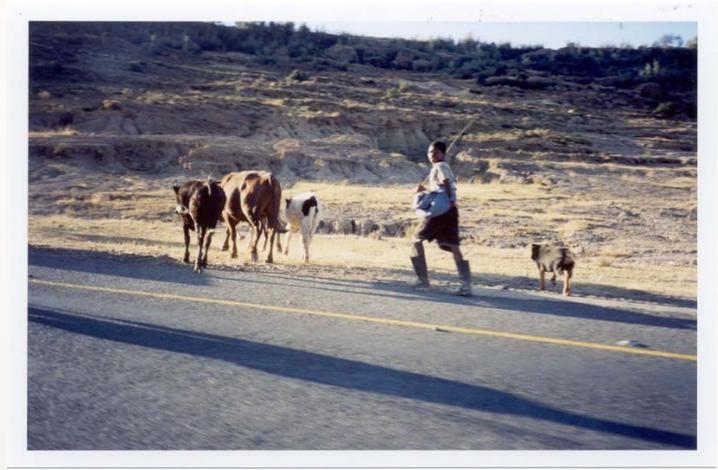


Thank You,

**Preston Winter
Associate Director,
Program Procurement Policy**

winterp@mcc.gov

202-521-3641



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Doing Business with MCC in Africa

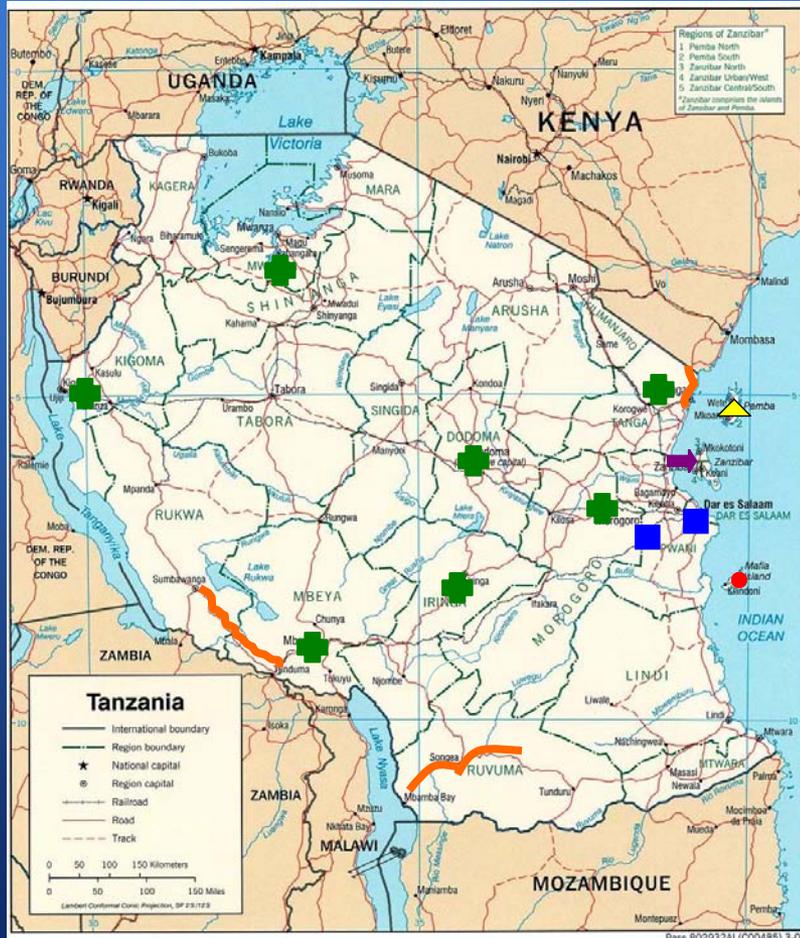
May 24, 2011

Procurement and Business Opportunities in MCC Countries



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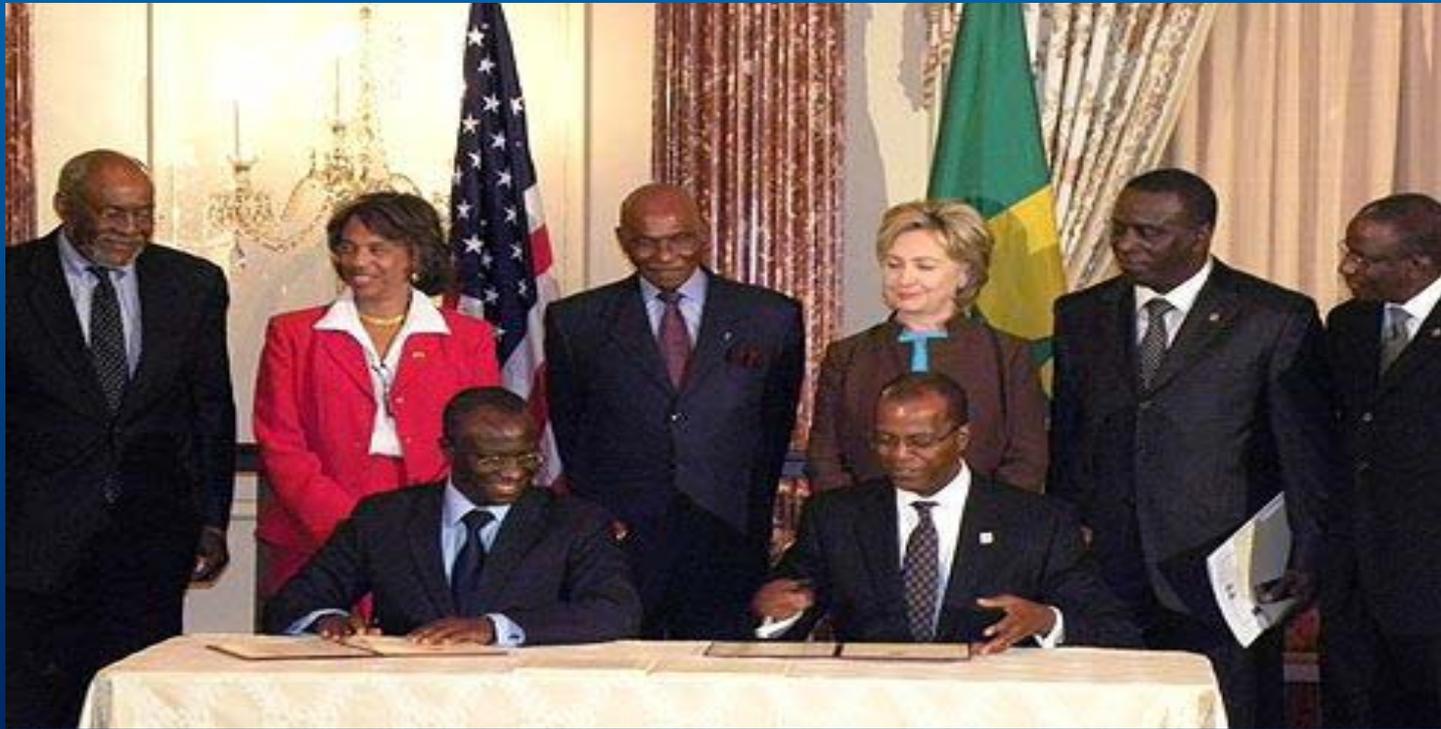
Map of MCC Investments in Tanzania



- Distribution Systems Rehabilitation and Extension
- ➡ Zanzibar Interconnector Cable
- Water Activity
- Mainland Trunk Roads
- ▲ Zanzibar Rural Roads
- Mafia Island Airport

Opportunities for SMEs in MCC Compacts in Africa – Hosted by the
Africa Trade Office and the Millennium Challenge Corporation

Procurement and Business Opportunities in MCC's Senegal Compact



Outline

1. The Senegal Compact

2. Procurement and Business Opportunities

3. Conclusion

Background Information

- **Initial Compact Eligibility:** December 2004
- **Senegal's Compact Signature:** September 16, 2009
- **Entry Into Force:** September 23, 2010
- **Compact Implementation :** through September 2015 , by the Government of Senegal (via MCA-Senegal) with MCC oversight and support



MCC's US\$540M Compact with Senegal

- 1. Roads Rehabilitation Project : US\$324 million**
- 2. Irrigation and Water Resources Management Project: US\$170 million**
- 3. Program Administration and Monitoring & Evaluation: US\$ 46 million**
 - ◆ Investment Areas: Two regions exhibiting great economic promise (Senegal River Valley and the Casamance).
 - ◆ Beneficiaries: >1.1 million people over five years; >138,600 households or 1.66 million people over 20 years.

Roads Rehabilitation Project

US\$324M

- **National Road No. 2: Richard Toll – Ndioum (120km) + Ndioum Bridge**



- **National Road No. 6: Ziguinchor – Kounkané (256km) + Kolda Bridge**



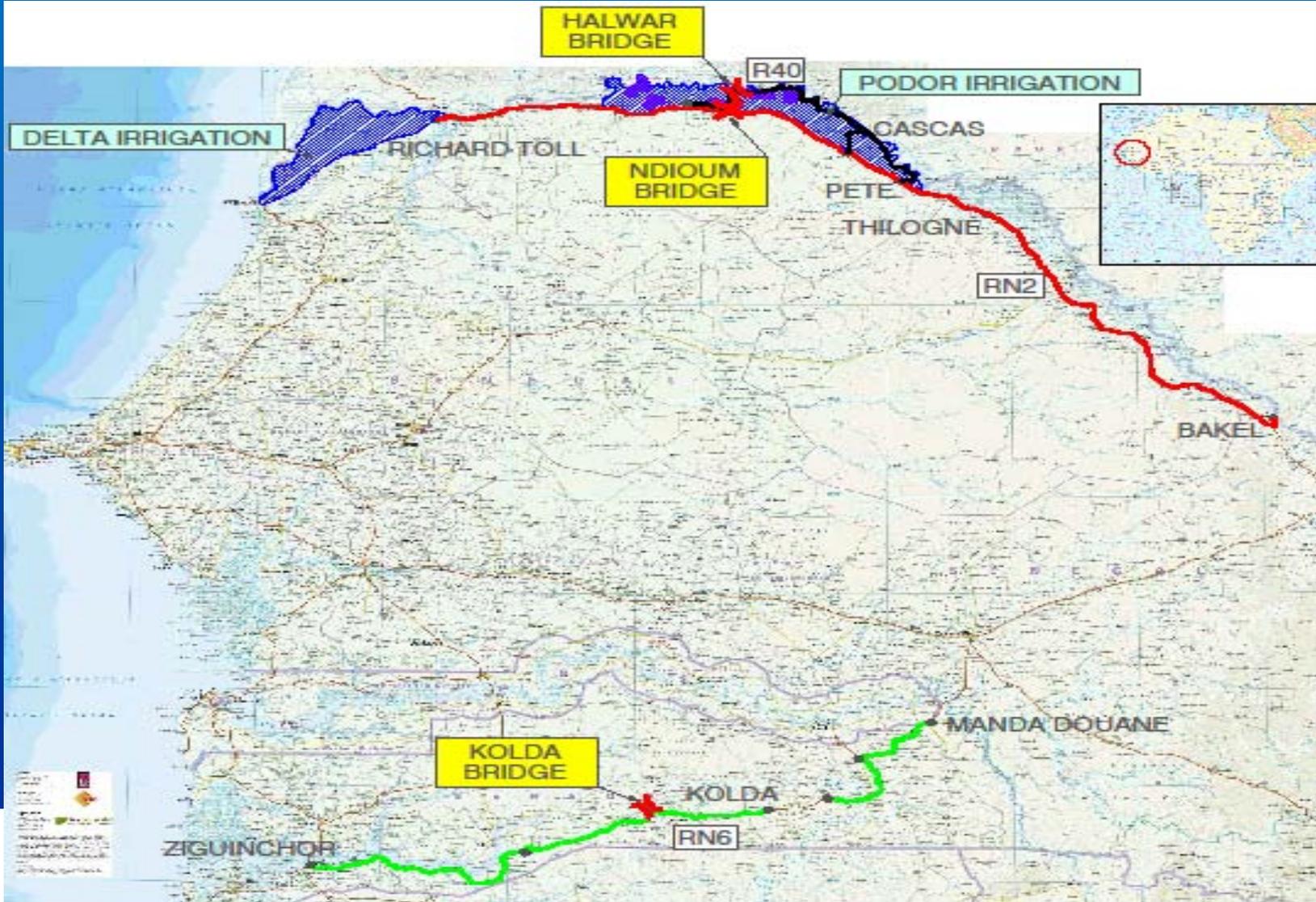
Irrigation & Water Resources Management Project

US\$170M

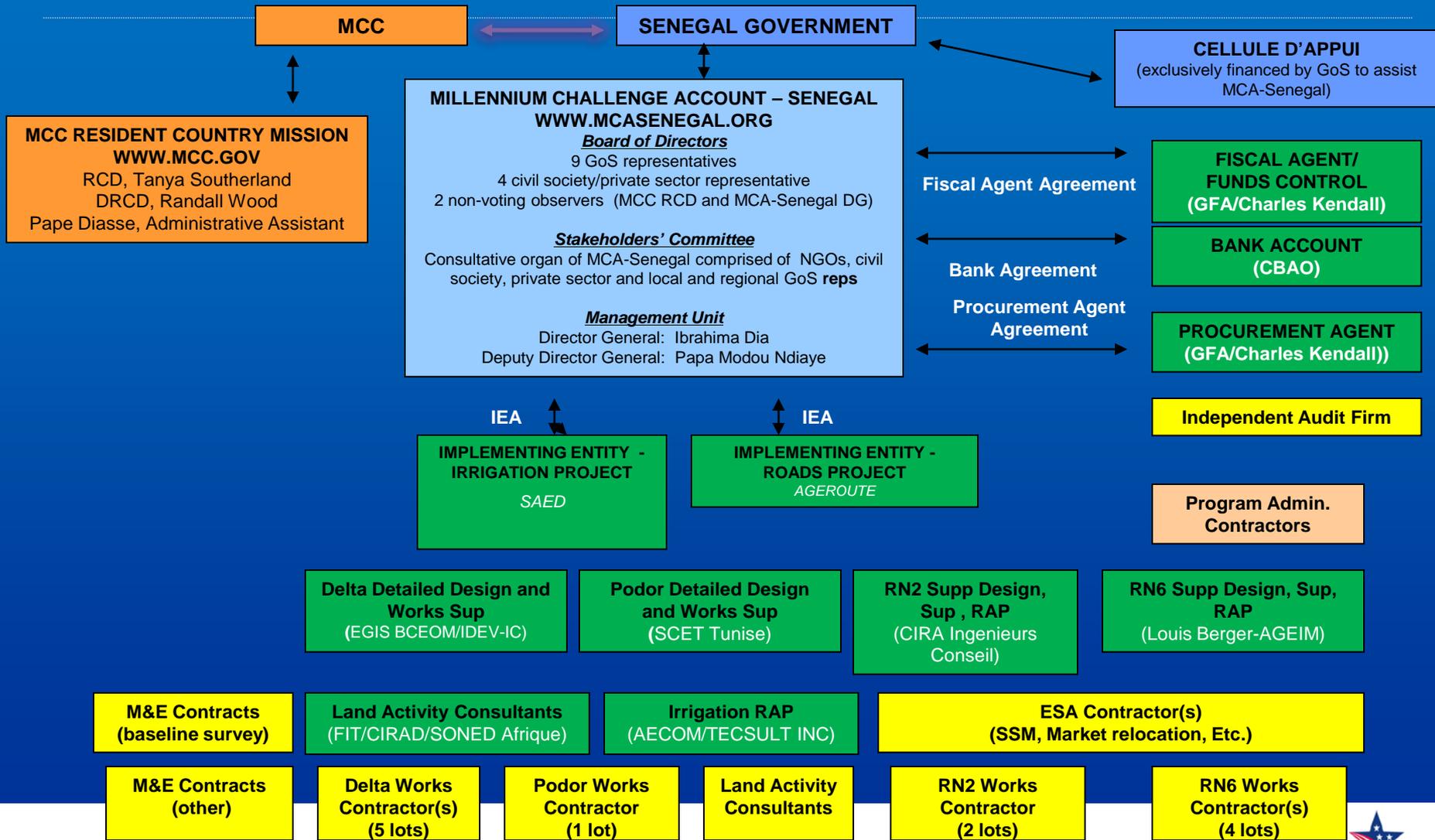
- **Irrigation and Drainage Construction Activities in the Senegal River Valley**
 - ◆ Unlock 36,000 hectares of irrigated land in Delta and 440 hectares in Podor.
- **Land Tenure Security Activity**
 - ◆ Ensure equitable and secure access to land & minimize elite capture in project zones.
- **Social Safeguard Measures Activity**
 - ◆ Possible investment in day care centers, livestock centers and warehouses.



Map of MCC Investments in Senegal



Senegal Compact Implementation Framework



Outline

1. The Senegal Compact

2. Compact Procurement and Business Opportunities

3. Conclusion

Launch of Procurements for the Roads Rehabilitation Project

National Road No. 2 (120 km)

- Supervisory Engineers (Final design review, RAPs and works supervision) (awarded)
- Contractor for Ndioum Bridge: Q4, FY11
- Contractor for Richard Toll – Ndioum road segment (120 km) : Q4, FY11

National Road No. 6 (256 km)

- Supervisory Engineers (Final design review, RAPs and works supervision) (awarded)
- Contractor for Kolda Bridge : Q4, FY11
- Contractor for Kolda – Vélingara segment (70 km + optional 30km) : Q4, FY11
- Contractor for Tanaff – Kolda segment (70 km) : Q1, FY12
- Contractor for Ziguinchor – Tanaff segment (116 km) : Q1, FY12

Launch of Procurements for the Irrigation & Water Resources Management Project

Delta Activity

- Contractor for Irrigation Canals (Lot 1) : Q1, FY12
- Contractor for Irrigation Canals (Lot 2) : Q1, FY12
- Contractor for Irrigation Canals (Lot 3) : Q1, FY12
- Contractor for Drainage Canals (Lot 1) : Q2, FY12
- Contractor for Drainage Canals (Lot 2) : Q2, FY12

Podor Activity

- Contractor for the Irrigation and Drainage Canals : Q1, FY12

Land Tenure Security Activity

- Preparatory Study for Land Tenure Security (awarded)
- Land Tenure Implementation Support : Q4, FY11

Launch of Procurements for the Irrigation & Water Resources Management Project

Environmental, Gender and Social Assessment

- Development of Resettlement Action Plan (awarded)
- Elaboration of Business Plan for Social Safeguard Measures (launched)
- Integrated Pest Management : Q4, FY11
- Design & Works Supervision for Social Safeguard Measures : Q3, FY12
- Contractor for Small Works for Social Safeguard Measures: Q3, FY13

Compact Procurements



Compact Procurements

- Administered by MCA Entities
- Contract opportunities – all untied
- Published on:
<http://www.mcc.gov/>
<http://mcc.dgMarket.com/>
<http://www.devbusiness.com/>



Senegal Compact Procurements

- Administered by MCA Senegal
- Published on all sites listed on the left
- Also published on:
www.mcasenegal.org

Millennium Challenge Account Program Procurements

- Home
- Contact Us
- Awarded Contracts

MCA-Senegal

This buyer is a part of Millennium Challenge Account.

MCA-Senegal operates in Senegal.

Millennium Challenge Account - Senegal

Procurement notices

[Save & Set alert](#) ?

First / Previous 1, 2 Next / Last

Notice type	Notice Title	Published	Deadline
Prior Information Notice	General Procurement Notice	May 12, 2011	
Prior Information Notice	General Procurement Notice	May 12, 2011	
Request For Expressions of Interest	SERVICES DE CONSULTANT INDIVIDUEL POUR L'APPUI EN PLAN DE REINSTALLATION DE PROJETS D'INFRASTRUCTURES	May 2, 2011	May 30, 2011
Request For Proposals	Réf. RFP/QCBS/No. MCA- ES02-S-MSVA-IRRIGATION PROJECT	Apr 14, 2011	May 30, 2011
Request For Proposals	SERVICES DE CONSULTANT POUR LA CONCEPTION ET LA MISE EN PLACE D'UN SYSTEME INFORMATISE DE SUIVI-EVALUATION	Mar 25, 2011	May 10, 2011
Contract Award	: réalisation d'une enquête des ménages et des entreprises dans les zones d'implantation des projets de réhabilitation des routes et de Gestion de l'irrigation et des Ressources en eau	Mar 1, 2011	
Request For Proposals	Revue initiale de la Qualité des Données de Référence	Mar 1, 2011	Apr 14, 2011
Prior Information Notice	General procurement Notice	Dec 14, 2010	
Contract Award	réalisation de l'Assistance Technique relative aux Travaux Préparatoires à la Sécurisation Foncière	Oct 4, 2010	
Contract Award	Final Design Review and Finalization, Development of the Resettlement Action Plan (RAP) and Construction Supervision of RN2 road (Richard Toll-Ndioum road	Sep 22, 2010	

http://www.mcasenegal.org/index.php?option=com_content&view=section&id=12&Itemid=53&lang=en

ew Favorites Tools Help

Working drafts for group edit Shared Documents (2) Constituency for Africa QSR PDF Files Home - Performance Plan QSR Country Program

res

MILLENNIUM CHALLENGE ACCOUNT SENEGAL

MILLENNIUM CHALLENGE CORPORATION UNITED STATES OF AMERICA

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MCA SENEGAL

Accueil | Le Sénégal | MCA SENEGAL | Projets et Activités | **Passation de marchés** | Suivi et Evaluation | Media et Communication | Contact

> Accueil > Passation de marchés >

search... OK

Appels d'offres

En cours

(1 Article)

Cloturés

(1 Article)

Marchés attribués

(1 Article)

Infructueux

(1 Article)

Avis général de passation des marchés

(5 Articles)

ACTUALITÉS

- Opérationnalisation du Plan de Suivi et d'Evaluation de MCA Sénégal : Les équipes techniques et les partenaires SAED et AGEROUTE en atelier
- Rallonge budgétaire du MCC: Le Sénégal pas concerné
- Le Conseil Municipal de Ndoum rend visite à MCA Sénégal
- Mission conjointe MCA-Sénégal / Direction de l'Environnement et des Etablissements Classés à Saint Louis & Direction de la Gestion et de la Planification des Ressources en Eau (DGPRE)
- Visite d'une mission d'appui de MCC (Volet Infrastructure) au Sénégal: Un tour d'horizon complet des différents projets et activités

Video: MCA SENEGAL le pari du développement par la bonne gouvernance

Internet

Senegal: Post-Compact Private Sector Opportunities

- **Agriculture value chains** in compact project zones: rice, vegetables, tropical fruits and nuts
- **Agribusiness Opportunities**: agriculture equipment, inputs, commercial farming, agro-processors, distributors and wholesalers, and marketers.
- **Fisheries, Livestock and Dairy Farming Business** opportunities resulting from improved transport networks
- **Tourism and Services** opportunities (improved transport networks)
- **Business Opportunity Memoranda** under development

Outline

1. The Senegal Compact

2. Compact Procurement and Business Opportunities

3. Conclusion

4. Questions and Answers

For Further Information on Senegal

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Conclusions

- **Country Ownership & MCC Oversight:** MCAs are the clients and they administer their procurements
- **Implementation through Implementing Entities & Contractors** (studies, works, services, etc.)
- **Procurement Transparency:** procurement process status in each country is located on the MCC's website and MCA's website.

Thank You



For more information on MCC, visit our website at:

www.mcc.gov

MALAWI COMPACT OVERVIEW

May 2011

Goals and Objectives

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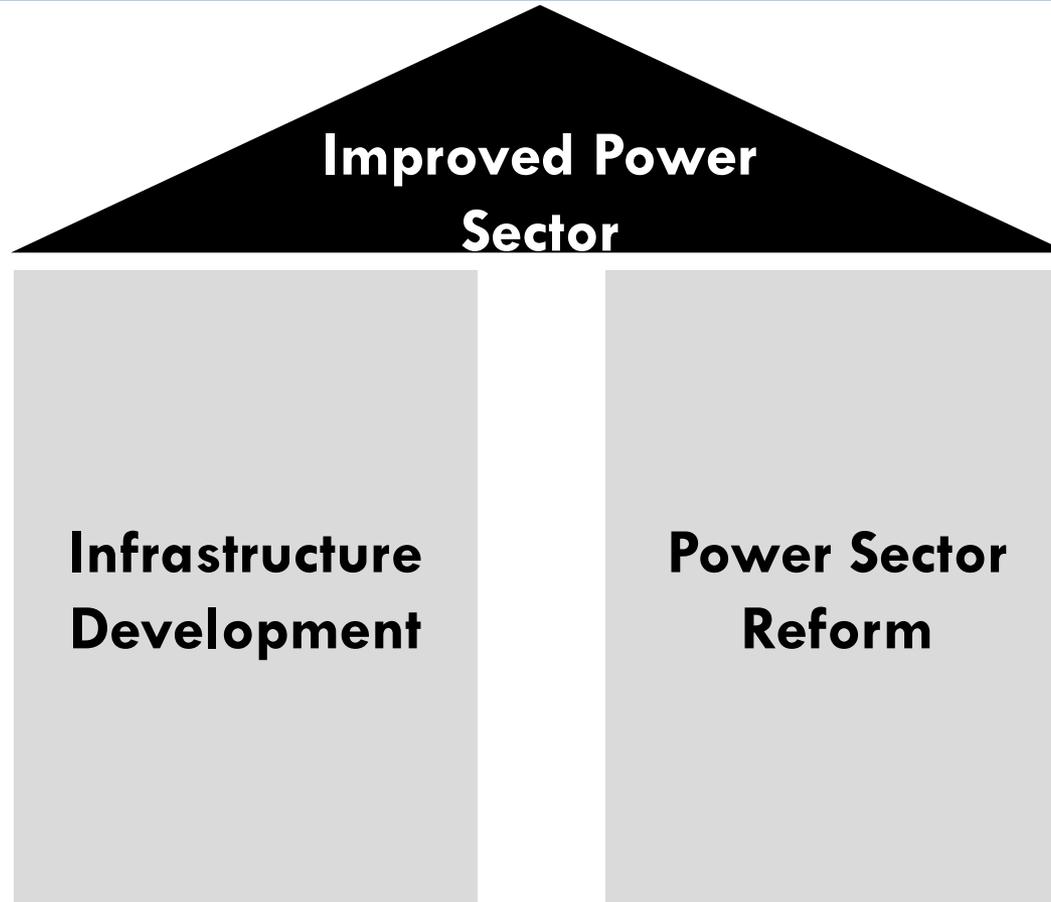
- **Goal**
 - ▣ Reduce poverty through economic growth

- **Program Objective**
 - ▣ increase investment and employment income
 - ▣ expand access to electricity for households and businesses
 - ▣ improve delivery of social services

- **Project Objective**
 - ▣ increase throughput capacity and stability of the national grid
 - ▣ increase efficiency of hydropower generation
 - ▣ strengthen sector institutions, regulations and sector governance

Two Pillars of the Compact

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***Activities reinforce each other –
one cannot succeed without the other***

Compact Summary

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- **Signed** 7 April 2011
- **Entry-Into-Force (EIF)** 30 December 2011 (est.)
- **Compact End-Date** 30 December 2016 (est.)

Compact Program Components	Amount (USD Million)
Infrastructure Development Activity	\$283.0
Power Sector Reform Activity	25.7
Social and Gender and Monitoring and Evaluation	9.0
Program Administration	33.0
Compact Total	\$350.7

***Compact budget represents the maximum limit and cannot be increased.
Compact term is limited to 5 years by statute***

Infrastructure Development Activity

“...rehabilitate, upgrade and modernize ESCOM’s generation, transmission and distribution assets in most urgent need of repair, in order to preserve existing generation, improve the capability of the transmission system, and increase the efficiency and sustainability of hydropower generation.”

Infrastructure Development Activity

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Infrastructure
Development

Transmission
Upgrade

Northern TX
Upgrade

Central and
Southern TX
Upgrade

T&D Upgrade,
Expansion,
Rehabilitation

Network
Upgrade and
Rehab.

Substation and
Protections

SCADA System

Nkula A
Rehabilitation

Environment and
NR Management

Weed and Silt
Management

Environment and
NR Management
Action Plan

Infrastructure Development Activity

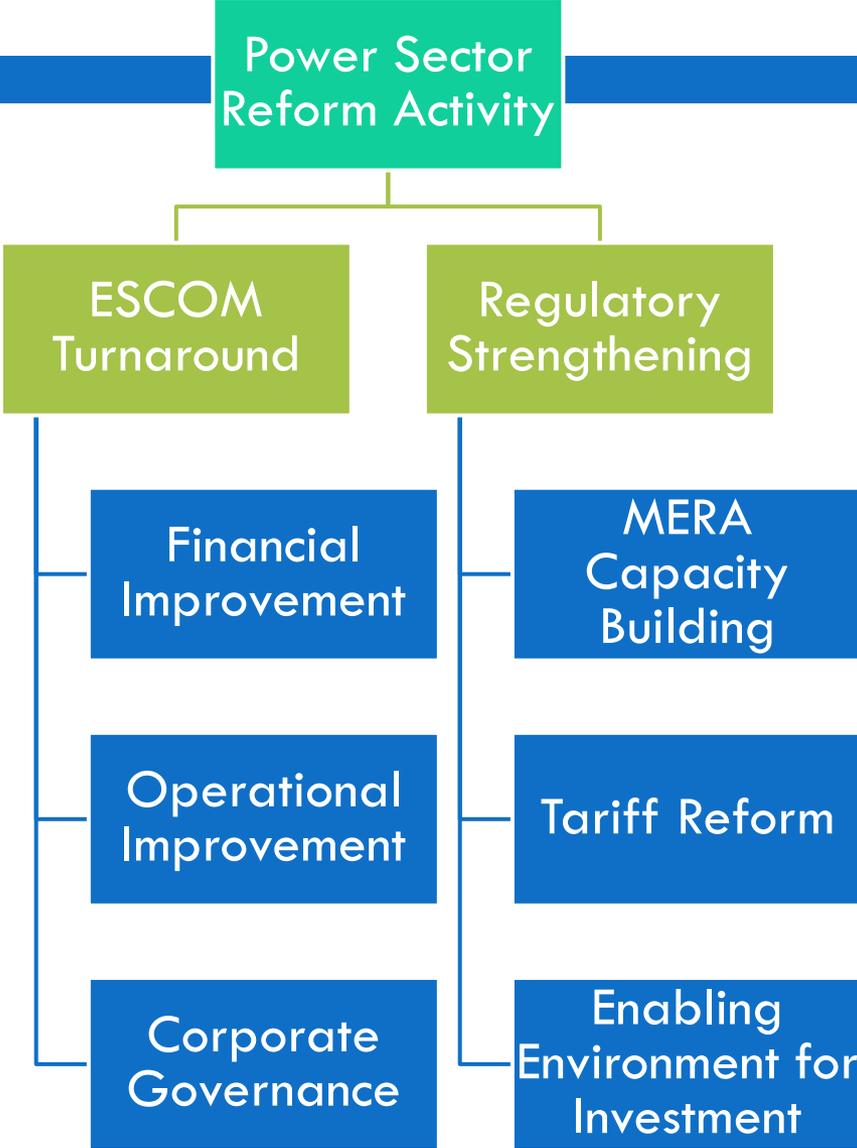
86

- 2011 Consulting Engineer/Supervisor/PMC
- 2012 Nkula A Hydro Plant Rehabilitation
- 2013 Transmission Network Upgrade
- 2013 T&D Upgrade, Expansion and Rehabilitation
- 2012-2013 Weed and Silt Management
- 2012-2016 ENRM Action Plan

Power sector reform activity

The Power Sector Reform (PSR) Activity complements the Infrastructure Development Activity by providing support for the Government's policy reform agenda and building capacity in pivotal sector institutions: ESCOM, the Malawi Energy Regulatory Authority or its successor ("MERA"), and the Ministry of Natural Resources Energy and Environment ("MNREE").

Power Sector Reform Activity



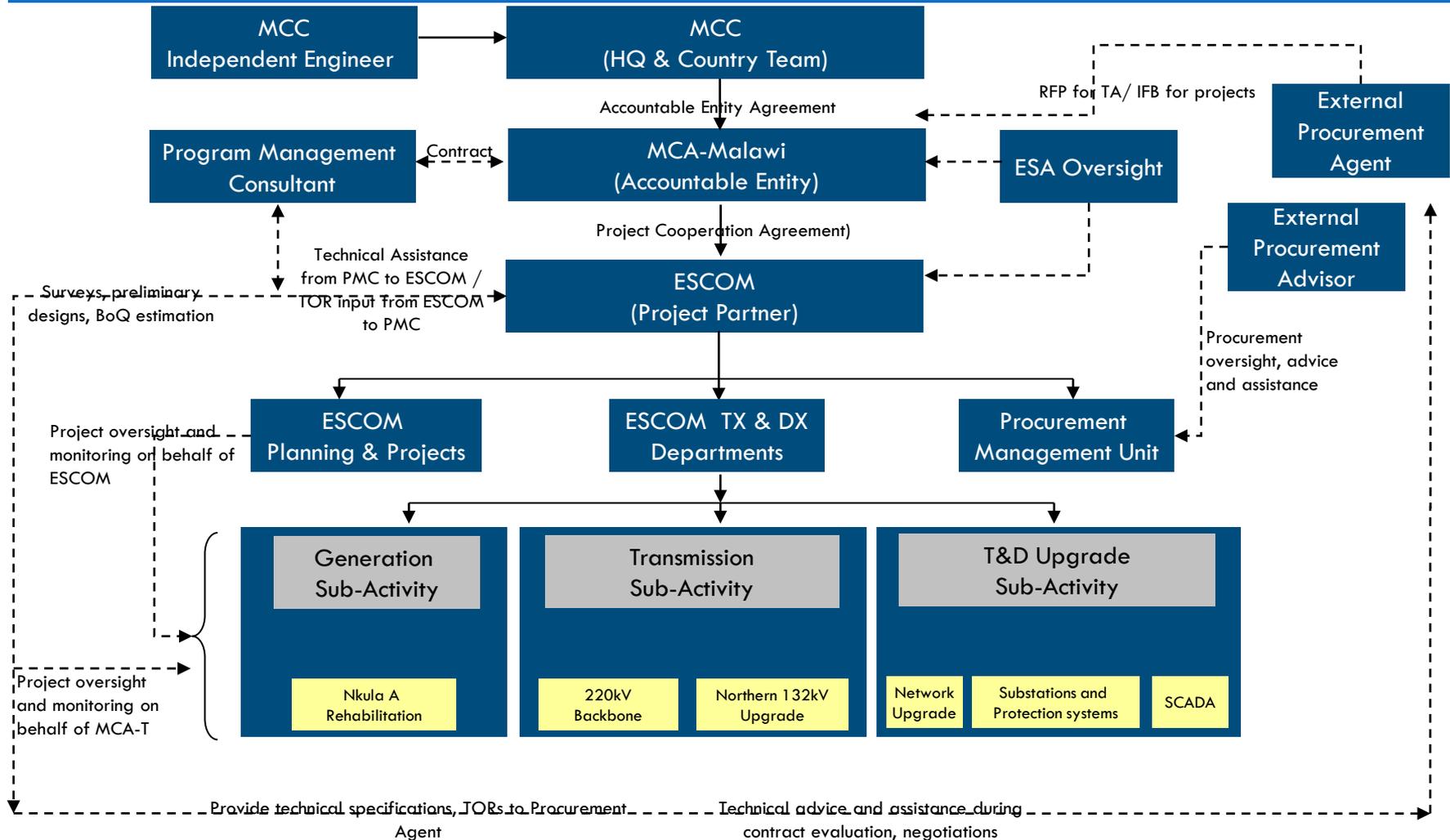
Power Sector Reform Activity

89

- 2011 Public and Parliamentary Outreach
- 2011 Procurement Advisor
- 2011 Recruitment of CEO
- 2011 Detailed Financial Model
- 2011 Financial Turnaround Team
- 2011 MIS/Billing System
- 2011 Cost of Service Study and Tariff Advisor
- 2011-13 Single Buyer Model Design and Implementation
- 2012 Regulatory and Institutional Capacity Building
- 2012 Change Management, HR/Organizational Improvement
- 2012 ESCOM Board Governance and Training
- 2012 Regulatory and Corporate Governance Benchmarking
- 2012-2015 Technical Assistance for Operational Improvements

Compact Implementation Arrangements

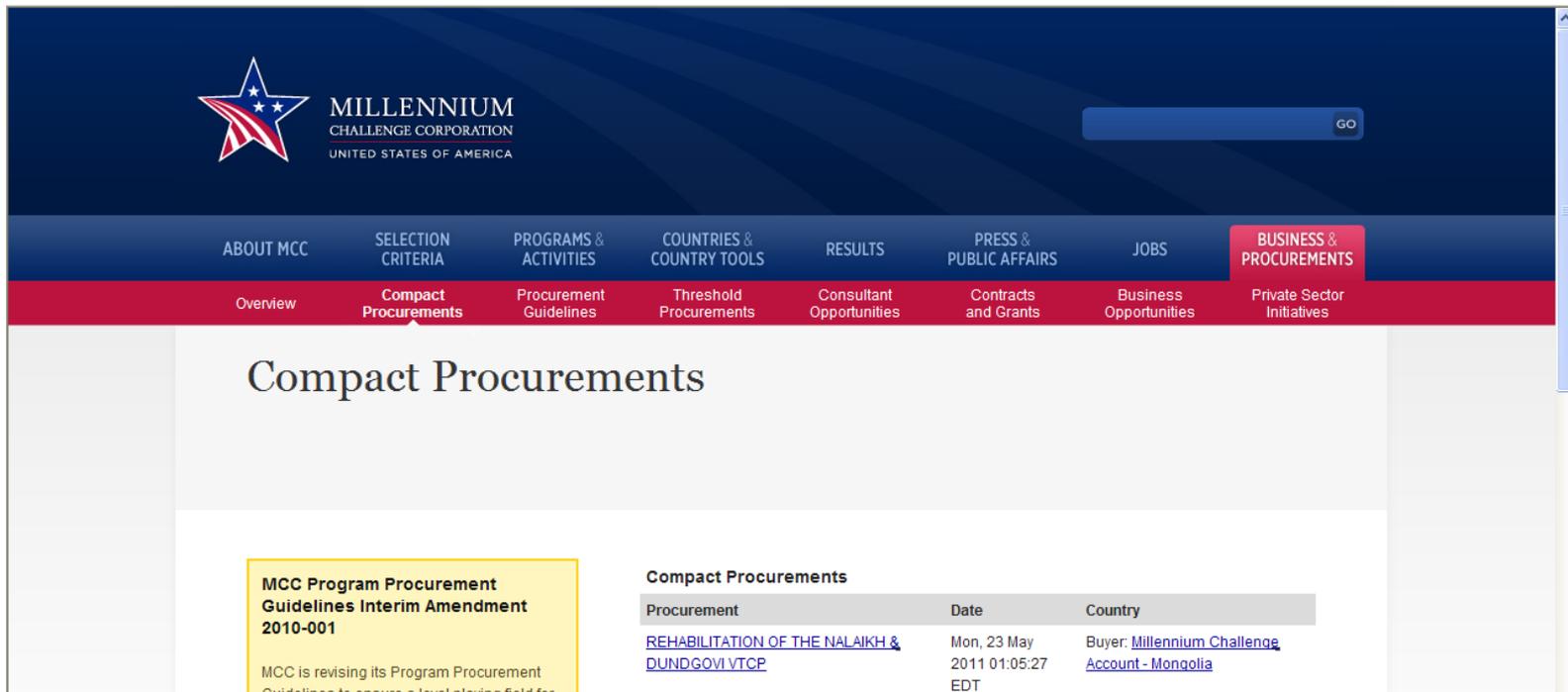
90



Interested in Malawi Opportunities?

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- Visit <http://www.mcc.gov/pages/business/compactprocurements>



The screenshot displays the MCC website's 'Compact Procurements' page. The header includes the MCC logo and a search bar. The navigation menu is divided into two rows: the top row contains 'ABOUT MCC', 'SELECTION CRITERIA', 'PROGRAMS & ACTIVITIES', 'COUNTRIES & COUNTRY TOOLS', 'RESULTS', 'PRESS & PUBLIC AFFAIRS', 'JOBS', and 'BUSINESS & PROCUREMENTS' (highlighted in red); the bottom row contains 'Overview', 'Compact Procurements' (highlighted in red), 'Procurement Guidelines', 'Threshold Procurements', 'Consultant Opportunities', 'Contracts and Grants', 'Business Opportunities', and 'Private Sector Initiatives'. The main content area features a yellow box on the left with the text 'MCC Program Procurement Guidelines Interim Amendment 2010-001' and a brief description. On the right, a table titled 'Compact Procurements' lists a procurement opportunity.

Procurement	Date	Country
REHABILITATION OF THE NALAIKH & DUNDGOVITCP	Mon, 23 May 2011 01:05:27 EDT	Buyer: Millennium Challenge Account - Mongolia

- Visit www.mca-m.gov.mw

Thank you

Reducing poverty through economic growth



Doing Business with MCC in Africa

May 24, 2011

*For more information, visit
www.mcc.gov*