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REQUEST FOR PROPOSAL

Request for Proposals: Consultancy for the Development of the Revised Botswana Exporter Development Programme

COUNTRY: Botswana

SUPERVISION: Botswana Investment and Trade Centre

PERIOD OF ASSIGNMENT/SERVICES: To be proposed by bidder

1. BACKGROUND

The Government of Botswana's (GoB) priority to achieve export-led economy dates to the second Industrial Development Policy (IDP) of 1998. The IDP entailed a change of emphasis from import substitution to export-led growth. This reflected the realisation that export-led growth is more dynamic to support long-term growth better than the import substitution strategy, which is based on the relatively small domestic market.

Botswana's export portfolio remains highly undiversified, with diamonds accounting for over 80% of the country's export earnings. The review of the National Development Plan (NDP) 10 indicated a steady decrease in the share of non-traditional exports during NDP 10. In 2009, the share of non-traditional merchandise exports was about 10%. It decreased to 8% in 2010 and had reached about 3% by 2013.

The insignificant outcomes of past efforts call for a robust export-led growth strategy and programme to achieve the objectives of the NDP 11, Vision 2036 and to seize the opportunities of Botswana developing its export capacity and leveraging the potential of regional, continental and global markets. As such, a much more focused strategy and programme are needed to increase the share of non-traditional exports and achieve economic and export diversification in the economy. The revised National Export Strategy 2019-2023 envisage to adequately respond to these important outcomes. It strives to expand the frontiers of Botswana's national economy into regional, continental and global markets, designed to increase its competitiveness, the level and quality of exports and diversifying the country's export base.

In view of the above, the BITC with the support of UNDP requires the services of a team with the capacity and extensive experience on development issues that are specific to economic diversification and export development to support the Government of Botswana through the BITC and the Ministry of Investment, Trade and Industry (MITI) to develop the revised BEDP 2019-2023, its implementation action plan and monitoring and evaluation framework.



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- 2. DETAILED TERMS OF REFERENCE** and instructions to bidders should be obtained from:
<http://procurement-notice.undp.org/>

3. SUBMISSION REQUIREMENTS

Proposals with reference should be submitted in a sealed envelope clearly marked: **“Consultancy to Develop the Revised Botswana Exporters Development Programme”** and be submitted to:

The Resident Representative
United Nations Development Programme
P.O. Box 54, Gaborone, Botswana

OR

- a) by email to procurement.bw@undp.org

- 4. SUBMISSION DATE:** Proposals should be submitted to the address above no later than 12.00 noon Botswana Time on the 5th April 2019.

5. REQUEST FOR CLARIFICATION

Any request for clarification must be sent in writing, or by standard electronic communication to enquiries.bw@undp.org UNDP Botswana will respond in writing or by standard electronic mail and will send written copies of the response, including an explanation of the query without identifying the source of the inquiry to all prospective candidates.