Posted on: 2022-06-10T00:00:00.00-04:00

DB Reference N°: IDB-P991425-06/22

Country: Regional - Latin America and The Caribbean

Institution: Inter-American Development Bank

Sector: Tourism, General - Public Sector Management

Deadline: 2022-06-23T00:00:00.00-04:00

Status: Published

Loan N°./Financing: ATN/CO-17772-RG

Project: EXPERIENTIAL LEARNING OF CLUSTER DEVELOPMENT BEST PRACTICES IN SMALL AND VULNERABLE COUNTRIES

Title: CONSULTING FIRM TO DEVELOP TOURISM PRODUCTS & PROPOSING A GOVERNANCE MODEL

Borrower/Bid No:

REQUEST FOR EXPRESSIONS OF INTEREST

CONSULTING SERVICES TO DEVELOP TOURISM PRODUCTS & PROPOSING A GOVERNANCE MODEL

Selection # as assigned by e-Tool: *RG-T3519-P008*

Selection Method: *Simplified Competitive Selection*

Country: *Regional*

Sector: Private Firms and SME Development

Funding – TC #: ATN/CO-17772-RG *Project #: RG-T3519*

TC name: EXPERIENTIAL LEARNING OF CLUSTER DEVELOPMENT BEST PRACTICES IN SMALL AND VULNERABLE

COUNTRIES

Description of Services: CONSULTING FIRM TO DEVELOP TOURISM PRODUCTS & PROPOSING A GOVERNANCE MODEL

Link to TC document: https://www.iadb.org/en/project/RG-T3519

The Compete Caribbean Partnership Facility through the Inter-American Development Bank (IDB) is executing the above mentioned operation. For this operation, the IDB intends to contract consulting services described in this Request for Expressions of Interest.

Expressions of interest must be delivered using the IDB Portal for Bank Executed Operations (http://beoprocurement.iadb.org/home) by: 23rd June, 2022 at 5:00 P.M. (Washington D.C. Time).

With respect to the above operation, the Essequibo region is close to Georgetown, Guyana and is home to amazing wildlife, rich cultural heritage, pristine coastline, events such as the Bartica Regatta and friendly locals and indigenous people. This makes it an excellent candidate for tourism development, a feature of the Green State Development Strategy Vision 2040 for Guyana.

The Essequibo Circuit Cluster comprises of the service providers - tour operators, transportation providers and accommodation facilities and residents of the Essequibo River and Essequibo Coast seeking to link all operators and promote the Essequibo as a Tourist Circuit. The Consultant Firm will work with relevant authorities to improve the cluster as the region needs new and sustainable tourism products that could attract tourism to the area. This consultancy will develop the required tourism products and governance model for the cluster.

The consulting services ("the Services") include:

1.1. *The interfacing with identified community cultural stakeholders, Business Support Organisations (BSO) which is the Guyana Toursim Authority (GTA) and the national tourism organization (NTO)taking part in this consultancy, which is the Tourism and Hospitality Association of Guyana (THAG), which is the leading institution for the creation of the Essequibo Tourism Cluster. THAG staff and local tourism service providers will work closely with the consulting firm, to provide their expertise and knowledge in the Essequibo Region and to facilitate the logistics for the consulting team's field work activities.*

1.2. *The review of the governance model for the tourism association and making observations, assessments and recommendations as to its functioning to deliver the best support for it's membership and member products.*

1.3. *This consultancy will acquire an extensive inventory of tourism assets with a view towards developing products with possible Product-Market fits given current local and international market trends. The consultant will then provide training on product design and development to the cluster members which should include Scoping Opportunities for Concept development, Building the business case, product design, product testing and product launch.*

1.4. *This consultancy will build on these findings and provide technical assistance to finalize the product development process with the stakeholders. This may include arranging logistics to develop more costeffective itineraries, reviewing menus and operating procedures of MSMEs involved, supporting the businessto-business partnership agreements, suggesting infrastructure improvements, staff trainings*

1.5. Term: *the consultancy will have a duration of 8 months.*

1.6. ***Location****: Republic of Guyana*

Eligible consulting firms will be selected in accordance with the procedures set out in the Inter-American Development Bank: *Policy for the Selection and Contracting of Consulting firms for Bank-executed Operational Work* - GN-2765-4. All eligible consulting firms, as defined in the Policy may express an interest. If the Consulting Firm is presented in a Consortium, it will designate one of them as a representative, and the latter will be responsible for the communications, the registration in the portal and for submitting the corresponding documents.

The IDB now invites eligible consulting firms to indicate their interest in providing the services described above in the draft summary of the intended Terms of Reference for the assignment. Interested consulting firms must provide information establishing that they are qualified to perform the Services (brochures, description of similar assignments, experience in similar conditions, availability of appropriate skills among staff, etc.). Eligible consulting firms may associate in a form of a Joint Venture or a sub-consultancy agreement to enhance their qualifications. Such association or Joint Venture shall appoint one of the firms as the representative.

Interested eligible consulting firms may obtain further information during office hours, 09:00 AM to 05:00 PM, (Washington D.C. Time) by sending an email to: *Matteo Grazzi- Project Team Leader: matteog@iadb.org*

Inter-American Development Bank

Division: *IFD/CTI*

Attn: *SECTOR SR SPEC - SCIENCIE&TECH- Matteo Grazzi*

1300 New York Ave, NW, Washington DC 20577, USA

Tel: *(202) 623-1000*

Fax: *(202) 623-3096*

E-mail: *matteog@iadb.org*

Web site: www.iadb.org