

# Extended Request for Expression of Interest (EoI)

Issued by ICLEI Africa

## Lizulu Horticulture Market Infrastructure Upgrades

30 January 2025

ICLEI Africa invites applications to participate in a project titled,  
**“Strengthening fresh food markets for healthier food  
environments”** in Lilongwe City.

**Expressions of Interest due: 7 February 2025**

All expressions of interest should be valid for 30 days.

Bids and technical queries can be sent to Project Manager:  
[meembo.changula@iclei.org](mailto:meembo.changula@iclei.org) with cc to: [amy.murgatroyd@iclei.org](mailto:amy.murgatroyd@iclei.org)

Submitted EoIs will be assessed against criteria set forth in this document and used for purposes of prequalification of interested parties to proceed to the dialogue stage of the procurement process.

*ICLEI Africa reserves the right not to appoint a service provider in relation to this Expression of Interest.*

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## Introduction

African cities are rapidly growing and having to tangle with the need to provide services for a growing population, while dealing with increasing impacts of climate and economic shocks. Within this context, lack of access to affordable, nourishing food has resulted in a double burden of malnutrition, in which those suffering from stunting and obesity or being overweight are present in the same food system. The lack of access to quality food is often determined by the form of existing infrastructure and lack of quality societal services (water & sanitation, energy, food storage, waste management, etc), and their associated costs. In these contexts, marketplaces have emerged as a vital space for intervention for food systems education and awareness, for direct improvements to infrastructure and services, and locations for value-addition to food and associated livelihood generation.

GIZ has been supporting various Food System Transformative Initiatives, recognising the need for urban food systems transformation to improve access to nutrition, in the context of rapidly urbanising cities whose urban food systems face various threats. Under the auspices of ICLEI CityFood, ICLEI with support from GIZ is implementing the Transformative initiative: *'Strengthening local fresh food markets for healthier food environments within planetary boundaries'*. This project aims to empower citizens to shift to healthier and more diversified nutrition while improving urban food environments by analysing local food markets, engaging key stakeholders at different levels, and fostering place-based exchange about healthy eating and food diversity.

Taking a two-phased approach, the first phase has focused on a situation analysis of the fresh food market environment through consultations, dialogues and action planning in order to arrive at a set of potential interventions and transformative solutions that could improve agribusinesses, food markets and food security in the two cities. Phase I also involved selection of a pilot market for each city. Following completion of Phase I, ICLEI Africa is commencing Phase II - implementation in the selected pilot market - Lizulu Horticulture market. The interventions in Lizulu Horticulture market focus on infrastructure, governance support and training. This expression of interest is seeking service providers for component one of the project implementation, which is infrastructure support.



## Project Details

Features	Details
Location	Lizulu Horticulture Market, Lilongwe
Scope of work	<p>The main aim of this project component is to upgrade key areas of the Lizulu Horticulture market. The successful service provider will be expected to do the following:</p> <ul style="list-style-type: none"> <li>● Conduct a site visit with the Lilongwe City Council Task Force (including the market leaders and selected vendors), to gather insights and recommendations on the design of the market upgrades.</li> <li>● Draw up a contextually appropriate design for the market upgrades, within the allocated budget.</li> <li>● Finalise the market upgrade plan with the ICLEI Africa team.</li> <li>● Implement market upgrades.</li> <li>● The contractor will report to the ICLEI Africa project team and the Lilongwe City Task Force.</li> </ul>
Investment priorities as defined by key market stakeholders	<ul style="list-style-type: none"> <li>● Trading stalls: refurbish existing trading stalls, or construct new ones where necessary, to improve the overall food safety and sanitation of the covered market area.</li> <li>● Roof structure: design and build an innovative roofing structure that protects the traders on the outskirts of the market to improve weather resistance. Install gutters and downspouts to direct rainwater to the drainage system.</li> <li>● Solid pathways and drainage system: construct solid pathways throughout the market, and install a proper drainage system to prevent flooding and ensure proper water flow. Ensure gutters are properly connected to drainage channels.</li> </ul>
Target beneficiaries	<p>Lizulu Horticulture Market</p> <ul style="list-style-type: none"> <li>● Traders</li> <li>● Consumers</li> <li>● City council</li> </ul>
Maximum funding	Up to EUR 35,000 (thirty-five thousand euros). This is the total funding available. The amount per successful entity could be less.



Implementation period	Eight (8) months between March 2025 and October 2025
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## Purpose of the Request for Expression of Interest (REoI)

To adequately assess and evaluate all proposed solutions submitted by pre-qualified entities, the Fresh Food Markets Project seeks to undertake detailed discussions with pre-qualified entities.

The submission of the EoI is therefore an expression of interest to enter a competitive dialogue procurement process in collaboration with ICLEI Africa. This process will lead to the development of a Request for Proposals (RfP) against which pre-qualified entities will make submissions.

## Project Selection Process

Stage	Description
Stage 1: Pre-Qualification	Interested entities are invited to submit an Expression of Interest (EoI), along with qualifications and past experience. A shortlist of service providers will be selected based on predefined criteria: technical merit, cost-effectiveness, innovation, local content, sustainability and scalability, etc.
Stage 2: Competitive Dialogue	Shortlisted entities will participate in structured dialogue sessions with the Fresh Food Markers project team. These sessions will focus on refining proposed solutions, addressing project needs, and ensuring alignment with project objectives. Entities will have the opportunity to clarify their proposals, explore innovative approaches, and refine pricing strategies during the dialogue phase.



<p>Stage 3: Submission of Final Proposals</p>	<p>Following the dialogue phase, entities will respond to a detailed Request for Proposals. Final proposals will be evaluated based on a combination of technical merit, cost-effectiveness, innovation, local context, applicability and responsiveness, sustainability and scalability, etc.</p>
<p>Stage 4: Awarding of Contract</p>	<p>Contracts will be awarded to entities offering the best overall solutions as determined by the evaluation panel.</p>

## Contractor Expertise Requirements

### General Qualifications and Experience

- **Team Composition:** Multi-disciplinary team with expertise in architecture, civil engineering, structural engineering, and food safety. Proven experience in market infrastructure upgrades or similar urban development projects.
- **Local Knowledge:** Experience working in Malawi or similar contexts, with an understanding of local construction regulations, climate challenges, and materials availability.
- **Environmental Consideration:** Familiarity with climate-resilient infrastructure, focusing on rainwater management, roofing, and drainage systems. A special focus must be placed on ensuring that all upgrades consider the environmental protection of the Lilongwe River which runs parallel to the market.
- **Food safety knowledge:** Knowledge of local and international food safety and sanitation standards, with experience implementing these standards in trading or public markets.
- **Community Engagement:** Capacity to engage and collaborate with stakeholders, including traders, local authorities, and the community, to ensure designs meet user needs.
- **Sustainability Focus:** Strong portfolio demonstrating experience in sustainable design and construction practices, particularly in low-resource settings. Commitment to environmentally friendly practices in design, material selection, and construction methods.



## Specific Expertise by Activity:

- **Trading Stalls:**
  - Architectural design and construction expertise in upgrading market trading areas.
  - Experience in integrating food safety, hygiene, and sanitation measures in the design of trading facilities.
  - Ability to source durable, low-maintenance and cost effective materials suitable for high-traffic market environments,
- **Roof Structure:**
  - Structural engineering and design expertise, with a focus on innovative, weather-resilient roofing solutions.
  - Proficiency in designing lightweight, durable, and modular roofing systems tailored for informal or semi-formal market setups.
  - Ability to optimise designs to balance affordability, durability, and ventilation while minimising environmental impact.
  - Familiarity with renewable energy integration (optional), such as incorporating solar panels if needed for lighting or other purposes.
- **Solid Pathways and Drainage System:**
  - Civil engineering expertise in the design and construction of pedestrian pathways for public spaces.
  - Knowledge of effective stormwater management systems, including designing and installing sustainable drainage solutions.
  - Familiarity with eco-friendly water management practices to reduce waterlogging and erosion.
  - Proven ability to address accessibility concerns, ensuring pathways are usable for diverse groups, including people with disabilities.

## Application Requirements

Applicants are required to submit an expression of interest to the Project Manager: [meembo.changula@iclei.org](mailto:meembo.changula@iclei.org) with cc to: [amy.murgatroyd@iclei.org](mailto:amy.murgatroyd@iclei.org) by no later than **7 February 2025**.

Expressions of interest must include the following elements:

- A technical brief of no more than 3-pages, that outlines your understanding of the project, your approach/methodology, the work plan/timeline and a risk assessment.



- A company profile, and the CV/CVs of contractor or contractor teams who will implement the work. Indicate the roles and responsibilities of each team member.
- A list of past projects to demonstrate experience and skills related to this work, and a minimum of two past client references.
- Certificate showing that the company is a duly registered Malawian company.
- Tax compliance certificate from the Malawi Revenue Authority.

## Selection Criteria

- Overall submission quality
- Technical capacity and relevant experience
- References and past performance
- Innovation and sustainability

## Timeline

Extended Expression of interest issued: 30 January 2025

Submission of expression of interest deadline: 7 February 2025

Shortlisted candidates informed: February 2025

Final appointments made: March 2025

**ICLEI Africa RESERVES THE RIGHT NOT TO SHORTLIST A SERVICE PROVIDER IN RELATION TO THIS REQUEST FOR EXPRESSION OF INTEREST.**

*Submissions from employees of Lilongwe City Council will not be accepted.*

*Please be aware if you do not hear any feedback, either ICLEI Africa has decided not to appoint a service provider for this piece of work, or you have been unsuccessful in your application.*

