

Country: GUATEMALA
Program: COMPETITIVENESS OF THE MILK SECTOR IN GUATEMALA
Sector: Agriculture
CONSULTING SERVICES
Technical Cooperation No. ATN/FG-7994-GU
Invitation for Prequalification of French Consulting Firms

The Inter-American Development Bank (IDB) has approved a technical cooperation in the amount of US\$150,000 from the French Fund for Technical Cooperation for consulting services and training activities to conduct a study of the milk sector in Guatemala in support of the country's Ministry of Agriculture and Milk Producers Board. As per the rules governing the use of the approved monies, the IDB will conduct a competitive selection process in order to select a French consulting firm to undertake the study.

The study aims to identify the main limitations to the growth of the milk sector and propose public and private initiatives that will contribute to improving the sector's competitiveness and the quality of life of the inhabitants of the rural sector. The study will include the following components: characterization of the milk sector in Guatemala, legal and institutional analysis of the sector, market analysis, proposal for a milk sector development strategy, structuring of an investment program for the sector, identifying capacity strengthening needs, and a public policy analysis related to the competitiveness of the sector.

French firms seeking to be pre-qualified are required to submit a copy of the company's Certificate of Incorporation as evidence of the fact that the company is an existing registered French company, and statements of capability outlining the general background and organization of the firm, financial capability, their experience and record on similar projects, and prior experience in Guatemala and in Latin America. Following the prequalification process, a shortlist of French firms will be invited to submit technical and financial proposals for the delivery of the service.

Submissions in sealed envelopes marked: "Precalificación - Proyecto Competitividad del Sector Lechero" must be received at the address below before the close of business on Friday, 16 January 2004. All submission should be in Spanish (a simple translation of the Certificate of Incorporation should be included). Submissions received after this date or in a language other than Spanish will not be included in the prequalification process.

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IDB501-620/03