INVITATION TO SUBMIT EXPRESSION OF INTEREST
(For Short listing of Companies/ Service Providers)

1st August 2019

The International Organization for Migration (IOM) is an intergovernmental humanitarian organization established in 1951 and is committed to the principle that humane and orderly migration benefits both migrants and society.

In the framework of EU-IOM Joint Initiative Programme for Migrant Protection and Reintegration (Horn of Africa region), an Impact Evaluation Study will be launched to evaluate the impact of the assistance provided on sustainable reintegration, as well as to validate and strengthen existing methodologies. IOM invites Expression of Interest (EOI) from Companies/Service Providers and Consortia interested in the conduction of this study.

The interested parties can find in Annex B (through the links below) of this document further information on the EU-IOM Joint Initiative Programme for Migrant Protection and Reintegration. Annex C contains further information on the scope and approach to the impact evaluation study.

Annex B can be accessed through the below link for the brochure and the website


https://migrationjointinitiative.org/about-eu-iom-joint-initiative

The Expression of Interest shall contain information on the following: a.) range of relevant consulting services offered, b.) qualification and experience of relevant professionals and technical personnel currently maintained, c.) track record and experience of the firm in similar assignment including list of major clients served, and d.) other relevant information.

The Expression of Interest shall be submitted in Original and duplicate copy and should be received either by hand or through email by IOM Regional office with office address below or email to RONairobiProcurement@iom.int on or before 3rd September 2019 at exactly 1700 Hrs. Kenyan time. Incase you encounter challenges sending your documents to RONairobiProcurement@iom.int. Please contact us on the same email for further assistance. For The hard copies can also be delivered to the below address:
On the basis of the above information, IOM shall draw up the shortlist of Companies/Service Providers. Only short listed Companies/Service Providers will be invited to submit technical and financial proposals.

Interested Companies or Consortia may obtain further information from IOM using the above mentioned email address on or before 27th August 2019 at 1700Hrs, Kenyan time.

Interested Companies or Consortia are also encouraged to participate in a Consultation on the Impact Evaluation Study that will be held at the IOM Regional Office for East and Horn of Africa on the 20th August 2019 from 1100Hrs to 1300Hrs. In order to allow the broadest participation possible, the audio and the presentations of the consultation will be streamed on the Internet. All parties interested in participating to the Consultation can request an invitation by email to RO Nairobi procurement RONairobiProcurement@iom.int no later than 16th August 2019. Requests for participation at the public consultation must specify if attendance will be physical or via the Internet.

IOM reserves the right to accept or reject any Expression of Interest, and to annul the selection process and reject all Expression at any time, without thereby incurring any liability to the affected Companies/Service Providers.

Very truly yours,

Chairman
Bids Evaluation and Awards Committee

IOM is encouraging companies to use recycled materials or materials coming from sustainable resources or produced using a technology that has lower ecological footprints.
Request for Expression of Interest

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In the framework of EU-IOM Joint Initiative Programme for Migrant Protection and Reintegration (Horn of Africa region), an Impact Evaluation Study will be launched to evaluate the impact of the assistance provided on sustainable reintegration, as well as to validate and strengthen existing methodologies. IOM invites Expression of Interest (EOI) from Companies/Service Providers and Consortia interested in conducting this study.

This document contains instructions and other relevant information on the preparation and submission of the Application including:

- Annex A: Bidder’s Information;
- Annex B: Information on the EU-IOM Joint Initiative Programme on Migrant Protection and Reintegration
- Annex C: Outline of a Study to Evaluate the Impact on Sustainable Reintegration of the Assistance Provided Under the EU-IOM Joint Initiative in the HoA region

1. The EOI must be submitted either by hand or through mail RONairobiProcurement@iom.int in sealed envelopes in duplicate to IOM Regional office in Nairobi with the below address not later than 3rd September 2019, 1700HRS, Kenyan time. Late Application will no longer be considered.

   IOM Regional Office – Nairobi
   Sri Aurobindao Ave
   Off Mzima Springs Rd.
   Lavington
   Nairobi, Kenya
   P.O. Box 55040-00200 Nairobi, Kenya
   Tel: +254 020 4221000, 4444174/167 | Fax: +254 020 4449577

2. A detailed description must be provided on how the requirements specified in this document match the capability, experience, knowledge and expertise of the Company/Service Provider.

3. The Application must be submitted on one original and one copy and envelop must be marked “Original” and “Copy” as appropriate. If there are any discrepancies between the original and the copy the original governs. Both envelopes shall be placed in an outer envelope and sealed. The outer envelope shall be labeled with the submission address, reference number and title of the Project and name of the Company/Service Provider.
4. The Application must be submitted in the English language and in the format prescribed by IOM. All required information must be provided, responding clearly and concisely to all the points set out. Any application which does not fully and comprehensively address this Request for Expression of Interest may be rejected.

5. The Application document should comprise of the following:
   a. Cover Letter;
   b. A copy of this Request for Expression of Interest duly signed on all pages by the Company/Service Provider’s Authorized Representative; and
   c. Duly Accomplished Annex A with All requested information.

6. Companies/Service Providers requiring any clarifications on the content of this document may notify the IOM in writing at the following address/email:

   IOM Regional Office – Nairobi  
   Sri Aurobindao Ave  
   Off Mzima Springs Rd.  
   Lavington  
   Nairobi, Kenya  
   P.O. Box 55040-00200 Nairobi, Kenya  
   Tel: +254 020 4221000, 4444174/167 | Fax: +254 020 4449577  
   RONairobiProcurement@iom.int

   IOM will respond to any request for clarification received on or before 27th August 2019 by 1700Hrs, Kenyan time.

7. A PASS or FAIL criteria shall be used to evaluate applications in regards to the following areas:
   a. Capacity  
   b. Track Record and Experience  
   c. Technical Expertise  
   d. Financial Strength

   Only eligible and qualified Companies based on above shall be invited to participate in the bidding/tender process.

8. Applications may be modified or withdrawn in writing, prior to the closing time specified in this Request for EoI. Applications shall not be modified or withdrawn after the deadline.

9. The Company/Service Provider shall bear all costs associated with the preparation and submission of the Application and IOM will not in any case be responsible and liable for the costs incurred.

10. All information given in writing to or verbally shared with the Company/Service Provider in connection with this Request for EoI is to be treated as strictly confidential. The Company/Service Provider shall not share or invoke such information to any third party
without the prior written approval of IOM. This obligation shall continue after the procurement process has been completed whether or not the Company/Service Provider is successful.

11. IOM reserves the right to accept or reject any Application, and to cancel the procurement process and reject all Applications, at any time without thereby incurring any liability to the affected Companies/Service Providers or any obligation to inform the affected Companies/Service Providers of the ground for IOM’s action.
ANNEX A:
BIDDERS INFORMATION

TABLE 1 – GENERAL INFORMATION
- Name of the Company
- Address
- Phone Number
- Fax Number
- Email Address
- Address of Other Offices, if any
- Name and Designation of the Contact Person
- Legal Status (*Provide certified copies of Registration*)
- Registration number
- Place of Registration
- Principal place of business
- VAT Registration number

Provide certified copies

TABLE 2 – COMPANY EXPERIENCE IN LAST THREE YEARS
- Starting Month/ Year
- Ending Month / Year
- Client
- Description of services
- Contract Amount

Remarks (*Provide documentary evidence*)

TABLE 3 – SIMILAR EXPERIENCE IN LAST THREE YEARS
- Year
- Client
- Description of works
- Contract Amount
- Remarks (*Provide documentary evidence (*)

Please include copies of completion certificates issued by former clients and / or performance appreciation / evaluation letters from former clients providing their contact details and approval to contact them.

TABLE 4 – ONGOING CONTRACTS
- Client
- Description of Contracts
- Location
- Amount
- % of Completion (*Provide documentary evidence*)
TABLE 5 - ADEQUACY OF WORKING CAPITAL

- Source of credit line
- Amount
- Remarks (Provide documentary evidence)

Please provide proof of financial competency and audited financial statements for the last three financial years.

TABLE 6 – LIST OF PERMANENTLY EMPLOYED STAFF

- Name
- Designation Qualification
- No. of Years of Experience

Provide an organizational chart and detailed CVs for key management and technical personnel in the Organization

TABLE 7 – LIST OF PLANT AND EQUIPMENT (OWNED AND HIRED)

- Description whether Owned or Leased
- Year of Manufacture

TABLE 8 – ANY OTHER INFORMATION

In addition to the required information, Companies may provide brochures and other related documents.

I, the undersigned, warrant that the information provided in this form is correct and, in the event of changes, details will be provided as soon as possible:

__________________________________________  ______________________________________  ________________
Name                                      Signature                                      Date
Launched in December 2016 with the support of the EUTF for Africa\textsuperscript{1}, the EU-IOM Joint Initiative is the first comprehensive programme bringing together African countries, IOM and the EU around the shared aim of ensuring that migration is safer, more informed and better governed for both migrants and their communities.

Migrants may face significant risk and protection issues in transit or host countries. The EU-IOM Joint Initiative aims to save lives and improve assistance for migrants along migration routes. It allows migrants who decide to return to their countries of origin to do so in a safe and dignified way, in full respect of their rights. It provides reintegration support to enable returning migrants to restart their lives in their countries and communities of origin through an integrated approach, including individual assistance, community-based support and structural interventions.

As a returnee’s ability to successfully reintegrate is influenced by the political, institutional, environmental, economic and social conditions in his/her country of origin, the EU-IOM Joint Initiative contributes to reinforcing systems and enhancing migration governance, in complementarity with local development.

\textsuperscript{1} The EU Emergency Trust Fund for Africa (EUTF for Africa) was launched by European and African partners at the Valletta Summit on Migration in November 2015. The EUTF for Africa was established to deliver an integrated and coordinated response to the diverse causes of instability, irregular migration and forced displacement. Further information available at \url{ec.europa.eu/trustfundforafrica}. 
The boundaries and names shown and the designations used on this map do not imply official endorsement or acceptance by the United Nations or IOM, nor they reflect the views of the European Union. Eritrea is a Member State of the Khartoum process but currently only limited activities are foreseen by the EU-IOM Joint Initiative in Eritrea.

BUILDING PARTNERSHIPS AND SYNERGIES ACROSS BORDERS

The EU-IOM Joint Initiative applies a common approach to reintegration across the three regions.

Framework standard operating procedures for assisted voluntary return and reintegration aiming at harnessing the contributions of all relevant stakeholders in a spirit of partnership and sustainability have been developed and are adapted to the various local contexts through a consultative process.

Technical Working Groups on reintegration serve as coordination platforms on the programming and implementation of reintegration assistance among local stakeholders.

PILLARS OF ACTION

CAPACITY BUILDING
Promote good migration governance by strengthening capacities of local state and non-state actors in the countries where we work.
PROTECTION AND VOLUNTARY RETURN ASSISTANCE
Ensure that migrants enjoy rights and access to services, provide direct support and facilitate the voluntary return of migrants.

REINTEGRATION SUPPORT
Address returnees’ economic, social and psychosocial needs, foster the inclusion of communities of return and strengthen systems for reintegration support.

MIGRATION DATA COLLECTION AND ANALYSIS
Support evidence-based policies and programme design by strengthening migration data on migratory movements and migrants’ needs and vulnerabilities.

INFORMATION AND AWARENESS RAISING
Enable migrants and potential migrants to make informed decisions about their migratory journey and sensitize communities on migration.

COMMUNITY STABILIZATION
Contribute to the stabilization of communities at risk by revitalizing the local economy, improving access to basic socio-economic infrastructures and attempting to strengthen social cohesion.

THE EU-IOM JOINT INITIATIVE PROGRAMME IN THE HORN OF AFRICA REGION
In the Horn of Africa (HoA), the EU-IOM Joint Initiative is implemented through the Facility on Sustainable and Dignified Return and Reintegration in Support of the Khartoum Process, also known as the EU-IOM Joint Initiative for Migrant Protection and Reintegration in the Horn of Africa (hereafter “EU-IOM Joint Initiative of HoA”).

Countries in the Horn of Africa region are struggling with growing challenges linked to irregular and unsafe migration. Four main migration routes are identified:

1. Eastern route to Yemen, the Middle East and beyond;
2. Northern/Western route mainly to Libya (and Egypt) and onwards to Europe;
3. Southern route to South Africa.

The geographical scope covers the African countries who are members of the Khartoum Process, and particularly those countries along the main migration routes above from the Horn of Africa region, with a specific focus on Djibouti, Ethiopia, Somalia and Sudan.

The EU-IOM Joint Initiative HoA focuses on the following areas:
- **Assisted Voluntary Return** takes place from host countries with a specific focus on Djibouti, Sudan and Somalia as well as other members of the Khartoum Process in the Horn of Africa and along key migration routes from the HoA. The programme aims to support 5,675 migrants with AVR.

- **Reintegration activities** are open to both returnees from host countries on the indicated routes (Northern/Western, Eastern and Southern routes) as well as from Europe. The EU-IOM Joint Initiative HoA seeks close coordination and
complementarity with existing IOM assisted voluntary return and reintegration (AVRR) programmes as well as other EU and EU Member States’ instruments and tools on return and reintegration. The programme aims to support 6,500 migrant returnees with Reintegration assistance.

- **Capacity building** is a key priority of the EU-IOM Joint Initiative HoA to ensure the transfer of knowledge, technical and operational capacities to relevant state and non-state actors to ensure they are equipped to better protect and assist returning migrants through the life of the programme and beyond. These structural support interventions help ensure there are sustainable outcomes beyond the lifespan of the programme.
ANNEX C:
OUTLINE OF A STUDY TO EVALUATE THE IMPACT ON SUSTAINABLE REINTEGRATION OF THE ASSISTANCE PROVIDED UNDER THE EU-IOM JOINT INITIATIVE IN THE HOA REGION

BACKGROUND

In 2017, IOM revised its definition to reintegration sustainability in the context of return:

“Reintegration can be considered sustainable when returnees have reached levels of economic self-sufficiency, social stability within their communities, and psychosocial well-being that allow them to cope with (re)migration drivers. Having achieved sustainable reintegration, returnees are able to make further migration decisions a matter of choice, rather than necessity.”

(IOM, 2017, Towards an integrated approach to reintegration in the context of return)

In response to this definition the Reintegration Sustainability Survey and scoring system was developed and introduced to monitor and evaluate the sustainable reintegration of returnees.

The Reintegration Sustainability Survey takes approximately 40 minutes to complete by a returnee respondent and covers 30 core indicators and 3 essential follow-up questions. The survey is divided into three sections, each collecting data on core indicators related to the economic, social, or psychosocial dimensions of reintegration. The data gathered is then used to compute an overall “sustainable reintegration score” that can take a value from 0 to 1, with values closer to the unit denoting higher sustainability. Three sub-scores relative to either the economic, social or psychosocial dimensions can be analyzed to highlight the specific areas where the reintegration process is facing greater challenges.

In the context of the EU-IOM JI Programme of HoA, the survey is used to measure the indicator ‘% of migrants assisted reporting sufficient levels of economic self-sufficiency, social stability and psychosocial wellbeing in their community of return’ that falls under specific objective 3 ‘migrants rights are promoted and returnees benefit from sustainable, economic, social and psychosocial reintegration that also benefits communities.’ The programme target is 70% (as is the case for all institutional indicators.) and thus the programme meets its objectives if survey results find 70% of surveyed returnees have a score of .66 or above as presented in figure 2 overleaf.

The JI (HoA) would like to commission a robust impact evaluation study to strengthen the current methodology, with the final objective of ensuring that IOM’s understanding of reintegration sustainability is evidence-based.
SCOPE OF THE STUDY

The service providers will develop a comprehensive research methodology that will provide the programme a rich evidence base to inform programming.

The research will draw upon monitoring data collected by IOM in Somalia, Sudan and Ethiopia. It is envisioned that the Service Provider will complement this M&E data by periodically facilitating quantitative and qualitative data collection exercises with returnees, family members, community members and leaders in targeted areas to better understand the impact of the assistance provided.

POSSIBLE APPROACH

A purely experimental design for the study is not pursuable given the ethical and programmatic consideration that make randomization impossible. The approach proposed should thus forcedly be semi-experimental and/or look at the possibility of exploiting ‘natural experiments’.

IOM has started administering the Reintegration Sustainability Survey to the programme beneficiaries in Ethiopia, Somalia and Sudan. At a minimum level, a representative sample of beneficiaries will be interviewed twice: a first time after return and before having received reintegration assistance to establish a baseline score; and a second time at least one year after return to establish an end-line or outcome score. In between the first and the second interview, the returnee should have received the main IOM reintegration package.²

² A mid-line administration of the Reintegration Sustainability Survey between the baseline and the end-line interviews is currently being considered, although respondents fatigue concerns have been raised.
Baseline data will provide a point of comparison showing the status of returnees before and after receiving IOM assistance. However, to fully understand the impact of the IOM initiatives, it is necessary to take into account the ‘external’ factors influencing reintegration sustainability, which could be:

- **The influence of changes in the economic, social and psychosocial community standards on the reintegration sustainability score.** For example, the construction of a new road or of a well can determine changes in the score of all community members (JI beneficiaries included) and it is impossible to discriminate between the effect on the score variation due to the infrastructure improvements and the effect due to the reintegration assistance received by IOM. In general, reintegration does not happen in a vacuum but is rather a social process in which the community environment plays a fundamental role in ensuring reintegration sustainability.³

- **Individuals greatly differ from one another and react to the assistance received in different ways.** In other words, what is beneficial for one, may not be as beneficial for another, given different individual characteristics such as gender, education, income, type of assistance received, countries of migration, vulnerability factors, etc.

- **The individual level of reintegration sustainability is believed to fluctuate through time after return.** This dynamic is generally referred to as the ‘W model’, which describes the ups and downs that returnees experience during the reintegration process. The actual shape of the W is unknown and is also likely to be context-specific. Discussion with case workers held in Somalia suggest that a significant ‘down’ in the reintegration process is experienced three months after return, with the outlook improving again until a point where it plateaus. It is thus possible that the baseline score obtained with the first survey administration may be ‘naturally’ lower than the outcome score due to common social and psychological reintegration dynamics. In this sense, if we attribute all the difference between baseline and outcome score to IOM assistance, we would be probably overestimating its ‘true’ impact.

In order to address and mitigate the effects of these influencing factors and generally move beyond a naïve before-after comparison, the interested Companies or consortia will define a methodological design that may include:

- The inclusion of one or more **comparison groups**;
- The usage of specific **regression techniques** to control for quantifiable external factors;
- Relevant forms of **complementary qualitative research** useful to enrich the interpretation of the results or to inform the design itself.

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³ This idea is at the core of the new IOM approach to reintegration and also the reason why IOM implements community-level interventions alongside providing reintegration assistance to returning migrants alone.
A particularly important component of the study will be the development of a methodology to survey community members that will serve as a ‘comparison group’ for the impact evaluation of the assistance provided to beneficiary returning migrants (the ‘treatment group’). In particular, the community member comparison group should mirror as much as possible the profile of the treatment group (for example, in terms of age, gender split and other relevant characteristics). In addition to this, further comparison groups can be formed by drawing from beneficiaries of other IOM programmes in the region, which receive different forms of assistance.

The regression techniques and models proposed should demonstrate the potential to numerically ‘control for’ (numerically) individual characteristics that determine different reactions to the assistance received. These could be gender, age, level of education, income, country of migration, length of stay abroad, factors of vulnerability, type and timing of assistance received, and so on. Particular adjustments to the models can also be operated to account for the ‘natural’ fluctuations of the score (following the W model argument).

Qualitative data may be collected both prior to quantitative data collections (e.g. to inform possible extensions to the Reintegration Sustainability Survey questionnaire) and after, so to enrich the interpretation of the results. It is anticipated that complementary qualitative research will be useful to inform the selection of relevant individual characteristics for the profile matching of treatment and comparison groups and to and to provide an idea of the actual shape of the ‘natural’ score fluctuations, as suggested by the W hypothesis.

It is anticipated that data collection will take place on multiple occasions in different types of location (urban, peri-urban and rural) of Ethiopia, Somalia and Sudan, and with socio economic cohorts that best reflect the returnee profiles or other relevant groups.
N/B
Annex B can be accessed through the below link for the brochure and the website


https://migrationjointinitiative.org/about-eu-iom-joint-initiative