

Bucharest, 18<sup>th</sup> of August, 2015

To: Levan Dvali  
Georgian Amelioration LTD  
Marschal Gelovani Ave 6,  
Postal Code 0159 Tbilisi,  
Georgia

**Subject: Clarification on Services Procurement for Detailed Engineering Design and BoQ for Zemo Samgori Irrigation System (ref. ORIO13/GE/01)**

Dear Mr. Dvali,

Following your email as of August 17, 2015 regarding Services Procurement for Detailed Engineering Design and BoQ for Zemo Samgori Irrigation System (ref. ORIO13/GE/01), on behalf of Consortium of **S.C. EPTISA Romania S.R.L (Leader), CINGRAL S.L. and B.r.I. Inginieri** we would like to submit officially our clarifications.

Yours Faithfully,



**Ion Taina**  
Managing Director  
S.C. EPTISA Romania S.R.L.

*Attachment: Clarifications on Services Procurement for Detailed Engineering Design and BoQ for Zemo Samgori Irrigation System (ref. ORIO13/GE/01)*

Dear Sirs,

With regard to the request for clarification sent by email Today 17 August, please see below the clarifications which we trust will prove satisfactory to the Bid Evaluation Committee:

**Question 1.**

*Whether any of the environmental and social impact studies and management plans that you have undertaken over the last 5 years and that you refer to in your track record have been carried out following the IFC performance standards. If so please, provide the details.*

**Answer 1.**

The Consortium lead by Epiusa has extensive experience in the preparation and implementation of Environmental and Social Impact Studies and Environmental and Social Management Plans in the last 5 years. Some of the implemented projects were not funded by the World Bank but for other International Financial Institutions, which implement projects following IFC Performance Standards.

The following reference, funded by the World Bank, was not included by mistake in the proposal, and fully complies with the above criteria.

Project/Assignment Title:		DETAILED ASSESSMENT, CONCEPTUAL DESIGN AND ENVIRONMENTAL AND SOCIAL IMPACT ASSESSMENT (ESIA) STUDY FOR THE IMPROVED USE OF PRIORITY TRADITIONAL CANALS IN THE BAROTSE SUB-BASIN OF THE ZAMBEZI				
Country	Overall contract value in Euro	Proportion carried out by bidder	Number of staff months provided	Name of Contracting Party and contact person and his/her contact details	Origin of Funding	Date (start - end)
Zambia	560,000	67,86%	30	Ministry of Transport, Works, Supply and Communications	World Bank	June 2013- May 2014

**Narrative description of the assignment:**

The Barotse, second largest wetland in Zambia, provides natural resources that are the source of livelihood for many inhabitants, most of which are Lozi. It is crossed by several canals which are used for water drainage, irrigation and navigation, including during traditional ceremonies. The objective of the project is to enhance the human activities enabled by the canals systems, in a perspective of improving their resilience to climate change.

**Description of actual services provided by your staff within the assignment:**

- ✦ Assess the canals system: canals infrastructure expertise, hydrological and erosion analysis, analysis of the canals uses and environmental externalities, canals modelling, mapping;
- ✦ Carry out the environmental technical part of the ESIA study, and coordinate the ESIA;
- ✦ Design the infrastructure modernization, considering the inputs from the ESIA ;
- ✦ Coordinate the work of experts ;
- ✦ Provide support to the client for procurements and canals contractualization.

Besides, the following references, already included in the proposal, although not funded by the World Bank, have been developed according to IFC Performance Standards and also complies with the requested requirements:

Project/Assignment Title:						
<b>TECHNICAL ASSISTANCE FOR THE CENTRAL PROJECT MANAGEMENT UNIT (UCGP) FOR THE MODERNISATION OF IRRIGATED AGRICULTURE IN THE AREAS OF GHARB, HAOUZ AND SOUSS-MASSA (NATIONAL IRRIGATION WATER SAVING PROGRAMME PNEEI - TRANCHE 3)</b>						
Country	Overall contract value in Euro	Proportion carried out by bidder	Number of staff months provided	Name of Contracting Party and contact person and his/her contact details	Origin of Funding	Date (start - end)
Morocco	1,249,500	100%	64	Ministry of Agriculture and Marine Fisheries of Morocco	European Investment Bank (EIB)	November 2013- November 2017

**Narrative description of the assignment:**

The general objective of the National Irrigation Programme (PNEEI) and the Technical Assistance (TA) contract is to help farmers to use irrigation water in a more efficient and long-lasting way, for the purposes of mitigating the current and forecast effects of water-resource scarcity. PNEEI's particular goal is the localised irrigation redevelopment of an area of nearly 21,405 hectares in three of the country's regions (OMRVA- Agricultural Development Offices of Gharb, Souss-Massa and Haouz), affecting 7,772 farmers. This will involve modernising public irrigation grids by adapting them to the requirements of localised irrigation, as well as supporting farmers and their associates in improving water optimisation, by promoting collaboration and associative action in order to provide farmers with better access to technologies, funding and markets. The TA's specific goal is to accompany and support the UCGP (Programme's Central Management Project Unit) in implementing activities linked to the modernisation project for irrigated agriculture in the three regions of Gharb, Haouz and Souss-Massa.

**Description of actual services provided by your staff within the assignment:**

The Consultant will deliver the following results:

- ✚ R1. TA provided for the UCCP in the project's management and co-ordination.
- ✚ R2. Periodic provisions of technical and methodological aid to cover specific and cross-sectional needs are carried out.
- ✚ R3. Identification and characterization of farmers/smallholders beneficiaries (7,772) and other direct beneficiaries of the project. After the identification and characterization process, farmers and beneficiaries were trained and their skills improved through the use of new intensive farming, irrigation techniques; and marketing and agricultural value chain practices.
- ✚ R4. The project's monitoring and assessment in terms of the DIAEA (Irrigation and Agricultural Space Management Direction) and ORMVA involved (Haouz, Gharb and Souss-Massa) are assured.
- ✚ R5. Monitoring of the project's finances and accounting in terms of the DIAEA and ORMVA involved (Haouz, Gharb and Souss-Massa) is assured.
- ✚ R6. Drafting an environmental and social impact assessment (ESIA) study of the project and an Environmental and Social Management Plan (ESMP) are prepared according to international performance standards. **The ESIA and the ESMP fully comply with IFC's Performance standards.** The ESIA included the analysis and evaluation of predictable social and environmental impacts. The ESMP, taking into account the results of the ESIA, established a control and monitoring system and outlined mitigation measures for negative impacts of the project.
- ✚ R7. Training, accompaniment and monitoring of the skills improvements of the ORMVA representatives involved are assured.

Project title							
<b>LUSIP II - Irrigation and DWS project feasibility study - Environmental and social impact assessment - Economic and financial analysis - Detailed design / Tender documents (FP2852/800227)</b>							
Country	Overall project value (€)	Proportion carried out by legal entity (%)	No of staff provided	Name of client	Origin of funding	Dates (start/end)	Name of partners if any
SWAZILAND	1,215,230	55.22 (671,066 €)	10	SWADE	African Development Bank (ADB)	07/2011 12/2013	BRL - SSI Consortium
<b>Narrative description of the assignment</b>							
<p>The specific objective of the LUSIP Project is the creation of 11,500 ha of irrigated area in south-east Swaziland. The first phase saw the construction of 6,500 ha of irrigated area. The second phase consists of developing another 5,000 ha, building a 40 km-long feeder and a drinking water supply and sewerage network for the local beneficiaries. The general objective is poverty alleviation thanks to the conversion of subsistence farming into market-oriented agricultural production. The main crops involved are sugar cane, maize and cotton.</p>							
<b>Services provided</b>							

The services provided consist of feasibility studies for the gravity, pressure irrigation system and DWSS system, the **environmental and social impact assessments (carried out according to IFC performance standards)**, the economic and financial analysis and the preparation of the detailed design and tender documents. The feasibility studies led to a choice between gravity irrigation and sprinkler irrigation. The local inhabitants were involved in the studies right from the beginning and training for the national executives is also included. The BRL services cover all the aspects of the feasibility studies and the detailed design and tender documents, among others: hydrological and hydraulic studies, DWS and sewerage, geotechnics, electromechanics (pumping stations, bills of quantities, economic and financial analysis, stability calculations, production of drawings using AutoCAD and Covadis, preparation of tender documents for works contractors...)

Project title		Ribb Irrigation and Drainage Scheme Management services for Design Review and Endorsement, Supervision of Construction, Operation and Maintenance and Capacity Building (FP3446/800600)					
Country	Overall project value (€)	Proportion carried out by legal entity (%)	No of staff provided	Name of client	Origin of funding	Dates (start/end)	Name of partners if any
ETHIOPIA	15,000,000	33.33 (5,000,000 € for BRL; 100% for BRL Group)	5000	Ministry of Water and Energy (MoWE) of Ethiopia	<b>World Bank</b> (Ethiopian-Nile Irrigation and Drainage Project)	<b>06/2014</b> <b>05/2024</b>	Joint venture BRL ingénierie / BRL Exploitation

#### Narrative description of the assignment

The project is intended to irrigate 14,000 ha (15,000 landholdings) from the Ribb river, regulated by the Ribb Dam and a canal distribution network. This is a Public Private Partnership contract. BRL, the PSP Contractor is in charge of the review of the irrigation design (3 month), of the supervision of the works (5 years) and the operation of the scheme (4 years). During the operation period, BRL is in charge to set up and train a long term entity that will be able to operate the scheme after the contract.

#### Services provided

The contract management is divided into 3 main activities :

- \* Activity 1a: Design Review & Endorsement and planning & preparation of operation and maintenance (6 months)
- \* Activity 1b : Supervision of the Construction contract for Capital Works (3 years)
- \* Activity 2: Operation and Maintenance of the resulting irrigation and drainage scheme, and associated Capacity Building (6 years, paid according to performance indicators).

- \* BRL is in charge of :
- Effective Operation of the Irrigation & Drainage System, with necessary labor, equipment and materials
  - Maintenance of the Irrigation & Drainage system and associated structures and equipment, with necessary labor, equipment and materials
  - As an agent for the MoWE, BRL has to provide customer services related to the long term operation services
  - Capacity Building and Training including:
    - Assist in land reallocation and development. An Environmental and Social Impact Assessment will be carried out according to IFC standards.
    - Assist with development of Irrigation Water Users Associations (IWUAs)
  - Establishment and development of a viable and effective operation and maintenance structure

## Question 2.

*Whether the identification and socio-economic characterization you have undertaken over the last 5 years and that you refer to in your track record covered a total of over more than 5,000 smallholder beneficiaries. If so please, provide the details.*

### Answer 2.

The following reference complies with the criteria above

Project/Assignment Title:		TECHNICAL ASSISTANCE FOR THE CENTRAL PROJECT MANAGEMENT UNIT (UCGP) FOR THE MODERNISATION OF IRRIGATED AGRICULTURE IN THE AREAS OF CHARB, HAOUZ AND SOUSS-MASSA (NATIONAL IRRIGATION WATER SAVING PROGRAMME PNEEI - TRANCHE 3)				
Country	Overall contract value in Euro	Proportion carried out by bidder	Number of staff months provided	Name of Contracting Party and contact person and his/her contact details	Origin of Funding	Date (start - end)
Morocco	1,249,500	100%	64	Ministry of Agriculture and Marine Fisheries of Morocco	European Investment Bank (EIB)	November 2013- November 2017
<p><b>Narrative description of the assignment:</b>                      The general objective of the National Irrigation Water Economy Programme (PNEEI) and the Technical Assistance (TA) contract is to help farmers to use irrigation water in a more efficient and long-lasting way, for the purposes of mitigating the current and forecast effects of water-resource scarcity.</p>						

PNEEL's particular goal is the localised irrigation redevelopment of an area of nearly **21,405 hectares** in three of the country's regions (ORMVA- Agricultural Development Offices of Gharb, Souss-Massa and Haouz), affecting 7,772 farmers. This will involve **modernising public irrigation grids** by adapting them to the requirements of localised irrigation, as well as supporting farmers and their associates in improving water optimisation, by promoting collaboration and associative action in order to provide farmers with better access to technologies, funding and markets. The TA's specific goal is to accompany and support the UCGP (Programme's Central Management Project Unit) in implementing activities linked to the modernisation project for irrigated agriculture in the three regions of Gharb, Haouz and Souss-Massa.

**Description of actual services provided by your staff within the assignment:**

The Consultant will deliver the following results:

- ☞ R1. TA provided for the UCGP in the project's management and co-ordination.
- ☞ R2. Periodic provisions of technical and methodological aid to cover specific and cross-sectional needs are carried out.
- ☞ **R3. Identification and socio-economic characterization of farmers/smallholders beneficiaries (total number of smallholder beneficiaries: 7,772) and other direct beneficiaries of the project. After the identification and characterization process, farmers and beneficiaries were trained and their skills improved through the use of new intensive farming, irrigation techniques; and marketing and agricultural value chain practices.**
- ☞ R4. The project's monitoring and assessment in terms of the DIAEA (Irrigation and Agricultural Space Management Direction) and ORMVA involved (Haouz, Gharb and Souss-Massa) are assured.
- ☞ R5. Monitoring of the project's finances and accounting in terms of the DIAEA and ORMVA involved (Haouz, Gharb and Souss-Massa) is assured.
- ☞ **R6. Drafting an environmental and social impact assessment (ESIA) study of the project and an Environmental and Social Management Plan (ESMP) are prepared according to international performance standards. The ESIA included the analysis and evaluation of predictable social and environmental impacts. The ESMP, taking into account the results of the ESIA, established a control and monitoring system and outlined mitigation measures for negative impacts of the project.**
- ☞ R7. Training, accompaniment and monitoring of the skills improvements of the ORMVA representatives involved are assured.

**Question 3.**

*Whether you have any proven experiences and track record in undertaking market and value chain assessments for cereals, vegetables and fruits in Georgia and/or the EU in your track record. If so please, provide the details.*

**Answer 3:**

The Consortium has extensive experience implementing many projects undertaking market and value chain assessments for cereals, vegetables and fruits. The following reference complies with the requested criteria within the EU (France):

Project title		NOWMMA Project: pilot Research & Development project to demonstrate the reuse of treated waste water in Mauguio and all over the Mediterranean basin (FP3212/800320)				
Country	Overall project value (€)	Proportion carried out by legal entity (%)	No of staff provided	Name of client	Origin of funding	Dates (start/end)
FRANCE	2,300,000	10.87 (250,000 €)	18	DGCIS - Directorate General for Competitiveness, Industry & Services	Ministry of the Economy and Industry	November 2011 - November 2014

**Narrative description of the assignment**

NOWMMA Project is a pilot Research & Development project to demonstrate the reuse of treated waste water in Mauguio and all over the Mediterranean basin. It is financed under the 2011 ECO-INDUSTRIES programme.

The experimentation aims to propose:

- a technologically innovative treated waste water reuse system (processes and distribution, analytical monitoring and operator's guide);
- a well-defined product: treatment and distribution technologies, types of use, environmental and economic assessment, social acceptability. A guideline document for the operation of the system will therefore be prepared as a decision aid;
- Answers to the needs of Mauguio council, namely the reuse of treated waste water for several purposes: garden watering, irrigation of crops, street cleaning and vehicle washing, etc.
- A pilot system that will have proven that risks related to the reuse of treated effluent are under control: human and plant health, technological risk. Sprinkler and drip irrigation and the use of the treated effluent in urban areas (street cleaning) will be addressed;
- A set of products rapidly available for sale: the environmental, technical, acceptability and economic assessments will enable the creation of a realistic business model;
- **A modifiable system that can be exported anywhere in the Mediterranean basin. Several market and value chain assessments of crops (including cereals, fruits and vegetables) were carried out in order to assess the potential of the irrigation in the region. The industrial members of the consortium find that it is a promising region in terms of market, especially for agricultural uses**

General organization of the project:

Task 0: Coordination, use of the results and communication

Task 1: Operation of an optimized treatment process

Task 2: Distribution and use of treated waste water for different purposes: modeling of water quality, sprinkler and micro-irrigation distribution systems, use for agricultural and urban purposes, plant pathology

Task 3: 'Alternative' analysis methods to prove that the risks are controlled



Task 4: Environmental assessment, assessment of social acceptability and risk analysis  
 Task 5: Technical and economic assessment of the treatment process

The following references also include the preparation of value chain and market assessments for cereals, fruits and vegetables in the last 5 years, but outside the EU:

Project/Assignment Title:		FAO/WORLD BANK COOPERATIVE PROGRAMME: SUSTAINABLE AGRICULTURAL LIVELIHOODS IN MARGINAL AREAS (SALMA) - ASSIGNMENT SUMMARY REPORT				
Country	Overall contract value in Euro	Proportion carried out by bidder	Number of staff months provided	Name of Contracting Party and contact person and his/her contact details	Origin of Funding	Date (start - end)
Lebanon	18,000	100%	2	Food and Agriculture Organisation / World Bank	Food and Agriculture Organisation / World Bank	February 2013 March 2013

**Narrative description of the assignment:**

This assignment consisted in supporting the FAO and the World Bank task team in the preparation of the irrigation component of the SALMA Project, namely related to Irrigation Engineering Issues.

The tasks developed included the review of project documents and field visits. The mission had the following objectives:

- ✎ Optimize the existing solutions to reduce the unitary cost (per m3) of hill irrigation reservoirs to be constructed;
- ✎ Review crop water requirements and scheme supply characteristics;
- ✎ Provide institutional and management support regarding irrigation within the project.

**Description of actual services provided by your staff within the assignment:**

CINGRAL carried out the project works related to irrigation and reservoirs, comprising:

- ✎ Study the emplacement of several hill reservoirs
- ✎ **Agronomic study, including market assessment, of the foreseen cultivation (cereals, vegetables and fruits)**
- ✎ Review the irrigation scheme's design to ensure its optimal use

Project title		Project Preparation Studies for the New Rural Enterprise Project in the Middle West ("PROJERMO")				
Country	Overall project value (€)	Proportion carried out by legal entity (%)	No of staff provided	Name of client	Origin of funding	Dates (start/end)
MADAGASCAR	513,000	37.75 (193,680 €)	165	Ministry of Agriculture / PROJERMO PPF Coordination	African Development Bank (ADB)	06/2014 06/2015

**Narrative description of the assignment**

"PROJERMO" follows on from a previous phase known as "PROJER", taking all its problems into account as well as extending the geographical scope. The primary objective is to improve the income of the beneficiaries by creating a development cluster, making it possible to reduce unemployment and engaging a certain category of young people in the production sector. The idea is to hallmark the socio-economic aspect of a region by promoting a new, modern, market-conscious farm business category.

The flagship principle consists of taking action in areas with high potential for development, especially agricultural development, but where the population density is low in order to be able to develop existing structures (micro and small enterprise, farmers' groups) and allow new farm businesses to be set up (small, medium or large operators).

Geographically, the areas concerned are 5 districts (Tsiroanomandidy, Fenarivohe, Ambarofinandrana, Miandrivazo and Mandoto), found in 4 regions (Bongolava, Amoron i Mania, Menabe and Vakinankaratra).

The areas were selected according to criteria that are important for project success, namely the availability of cultivable land, population density, the degree to which the farmers groups are structured and potential for developing rural enterprise.

At a rate of 2 to 3,000 ha per district, the total area to be developed is between 10,000 and 15,000 ha.

The services consisted of the following studies:

- Baseline socio-economic study and planning of activities per zone;
- Study of development works and infrastructure investment;
- Study of institutional footing;
- Study of non-financial support services for farming enterprises;
- **Study of the value chains of three flagship agricultural products;**
- Environmental and Social Impact assessment

**Services provided**

Services provided by BRL:

- Hydrological and hydraulic study so that sizing calculations can be conducted for sewerage facilities, bridges and other water infrastructure (preliminary design scale case study); or checking of existing facilities dimensions (detailed design scale case study).
- **Study of the value chains of three flagship agricultural products.** The aim of this component of the study is:
  - \* to propose strategy to promote the three flagship products in the various project zones;
  - \* to define and formulate an action plan and investment programme to implement the strategy.
- \* The study is expected to produce tangible proposals that will lift some of the conditions noted as being restrictive for the development of the production channels. Main issues, from upstream to downstream,
  - + the supply of appropriate, good quality inputs and services to the farmers;
  - + the introduction of sustainable, efficient production systems;
  - + processing and sale of products found to be of potential interest.
- Assessment of the supply of inputs and services
- Analysis of production and processing
- Analysis of sales circuits
- Formulation of Agricultural Development Plan.

We trust this clarification will prove satisfactory and enable de Bid Evaluation Committee to further proceed with the evaluation of this proposal.