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**REQUEST FOR EXPRESSION OF INTEREST (REOI) TO PARTICIPATE IN THE
PROVISION OF TECHNOLOGY SOLUTION FOR THE IMPLEMENTATION OF
EXCISE STAMP AND TRACK AND TRACE SYSTEMS**

1. BACKGROUND

The Ministry of Finance of the Federal Democratic Republic of Ethiopia (hereinafter called the “**Client**”) has been mandated by the Excise Tax Proclamation No.1186/2020 to lead, develop and supervise excise tax management system in Ethiopia. In addition, under Article 29 of the Proclamation, the Client is responsible to specify the excisable goods to which excise stamp shall be affixed, the systems for management of excise stamps and excisable goods. The Client is aware that due to technological advancement and complexity of business dynamics, the use and modality of implementation of excise stamps and excise management system, in general, requires thorough understanding of the business environment, the basic policy rationales, and the applicable law as well as articulating comparative experience for drawing lesson from other countries. With this background, the Ministry of Finance now invites proposals from Technology Solution Providers with the knowledge and experience in excise stamp and trace and track system (Hereinafter called the “**Interested Provider**”) which will be granted exclusive rights in supplying Excise Stamp and excise management system to taxpayers in Ethiopia on terms and conditions to be agreed with the Client.

The Provider shall be selected under the quality-based selection method and cost on the basis of the procurement laws of Ethiopia. The Interested Provider should possess a very good track record in the provision of sound, reliable and secured technology solutions to the tax administrations in several jurisdictions.



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2. BASIC FEATURES AND REQUIREMENTS OF THE EXCISE STAMP AND TRACK AND TRACE SYSTEMS

As part of the reform in the excise tax management system, the Client and the tax authorities understand that tax stamp will be primarily used to safeguard taxable items from criminal fraud, to discourage illegal behavior (such as tax evasion and counterfeiting), to assist the nation in adhering to standards and public health efforts, and, most crucially, to raise tax revenues.

This REOI aims to get responses of Interested Provider to supply an excise stamp system and technology that handles the creation, production, storage, distribution, and authentication of excise stamps (including test stamps); the provision of a web-based ordering system (WBOS) with electronic communication and reporting modules; a method to authenticate the excise stamp through the provision of verification tools; and accounting for the creation, storage, distribution, return, and destruction of excise stamps and key materials. Additionally, it seeks to receive an option to buy a track and trace system.

Though the details will be determined by the Client, to demonstrate that the necessary excise tax has been paid, certain categories of consumer items may bear an excise stamp, label, or mark that is clearly visible. Alternatively, it could be a label, closure seal, indicia, or mark applied to the product, the package or container of the taxable item. The Interested Provider will be responsible for provision of the applicable software and hardware as well as the stamp for a duration of time to be determined by the Client. It is also expected to bring new capacities, technologies, skills and efficiencies for the tax administration to achieve the objectives and aspirations of the excise tax laws and policies of Ethiopia.



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3. THE PROCESS

Indicative timeline for the proposed transaction is proposed as follows

No	Milestone	Date
1	Deadline for the submission of EOI	November 30, 2022
2	Announcement of Request for Pre- Qualification (RFQ)	December 10, 2022
3	Deadline for the submission of RFQ	January 10, 2022

4. CONTENTS OF THE REOI

The EOI to be submitted by the Interested Provider shall contain, among others, the following:

- 4.1. A letter expressing intent/desire to participate in the proposed transaction giving reference to the request for EOI, a rationale for the same and potential issues or concerns to be considered in the structuring of the Excise Stamp and Track and Trace System.
- 4.2. A brief profile of the Interested Provider covering
 - Legal name of the Provider along with registered address;
 - Business profile of the Provider including that if its parent, subsidiaries, and associates covering details of operations and financial status,
 - Details of contact persons (name, designation, contact number, and email address)
 - Copies of the constitution, date and place of incorporation of the Company, if it is a company.



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- 4.3. Each Interested Provider shall submit a detailed business profile stating the business of the Interested Party, track record, relevant experience, and any other relevant information as deemed important by the Interested Provider.
- 4.4. Each Interested Provider shall provide audited financial statements for the three (3) most recent years and any other information it deems relevant to demonstrate its financial capacity.
- 4.5. A brief description of the experience of the Interested Provider in rendering the technology solutions to the tax authorities of other countries accompanied by certificate of experience or recognition, the mode of delivery of services and the problems faced.
- 4.6. A detailed explanation of the Interested Provider’s software and hardware products that are directly applicable to the excise management system including their security, integrity and reliability with sufficient explanation of technical details.

5. INSTRUCTIONS FOR THE SUBMISSION OF EOI

- 5.1. The Interested Provider may substitute or withdraw its LOI after submission but prior to the due date. No EOI can be substituted or withdrawn by the Provider or after the due date.
- 5.2. Submission of any EOI after the due date is not allowed.
- 5.3. The EOI and all related correspondence and documents in relation to the EOI shall be in the English language.
- 5.4. All alterations, omissions, additions or any other amendments made to the EOI shall be initialed by the person (s) signing the EOI.



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6. CONTACT DETAILS AND SUBMISSION

- 6.1. Interested Providers shall submit the EOI in electronic form via email at taxpolicy@mofed.gov.et with a copy to regabraham27@gmail.com with the subject line ‘THE PROVISION OF TECHNOLOGY SOLUTION FOR THE IMPLEMENTATION OF EXCISE STAMP AND TRACK AND TRACE SYSTEMS’ attaching all the supporting documents in PDF format or as scanned documents by the due date.
- 6.2. All documents submitted in the electronic form may either be scanned versions of documents with physical signatures or signed digitally using a valid Digital Signature Certificate.
- 6.3. The Interested Providers acknowledge that this REOI is not a legally binding document.