



Government of the Republic of Zambia

MINISTRY OF COMMERCE, TRADE AND INDUSTRY

TENDER NO. MCTI/PPP/NCS 02/2026

REQUEST FOR COMPETING PROPOSALS (RFCP) FOR THE DESIGN, FINANCING, CONSTRUCTION, MAINTENANCE, OPERATION AND TRANSFER OF APPROXIMATELY 25 KM OF THE MBALA-ZOMBE ROAD IN MBALA DISTRICT, NORTHERN PROVINCE OF ZAMBIA, THROUGH A PUBLIC-PRIVATE PARTNERSHIP (PPP) ARRANGEMENT UNDER THE DESIGN, FINANCE, BUILD, OPERATE AND TRANSFER (DFBOT) MODEL

The Government of the Republic of Zambia ("GRZ" or the "Government"), through the Ministry of Commerce, Trade and Industry, which is responsible for border infrastructure development, has identified the development of the road corridor from Mbala to Zombe, including the construction of border facilities at Zombe, as a strategic priority to attract private sector investment in infrastructure. The project is expected to enhance trade facilitation by reducing border crossing times and lowering the cost of doing business. It is also anticipated to generate significant socio-economic benefits, including employment creation, technology and skills transfer, and improved revenue collection.

The proposed Public-Private Partnership (PPP) will establish a mutually beneficial arrangement between the Government and the private sector, ensuring efficient project implementation, operation, and management. A Special Purpose Vehicle (SPV) shall be established to develop, operate, maintain, and manage the road infrastructure and associated border facilities throughout the agreed concession period. Upon expiry of the concession, ownership of the project assets shall be transferred to the Contracting Authority (CA), in accordance with Public-Private Partnership Act No. 18 of 2023.

This notice serves to inform the general public that the Ministry of Commerce, Trade and Industry received Unsolicited Proposal for the Design, Finance, Build, Operate and Transfer of the border post infrastructure at Mbala to Zombe Road and the access road to Zombe Border under a Public Private Partnership (PPP) arrangement.

The general nature of the Unsolicited Proposal identifies the possibility of Design, Finance, Build, Operate and Transfer of the border post infrastructure at Zombe Border, Mbala to Zombe Road and the access road to Zombe Border under a Public Private Partnership (PPP) arrangement. Therefore, the Government through the Ministry of Commerce, Trade and Industry intends to enter into a PPP agreement to undertake the aforementioned project. The procurement process for the selection of a private entity shall be conducted in accordance with the PPP Act No. 18 of 2023 as amended.

The Ministry of Commerce, Trade and Industry now invites interested local and international private sector entities to submit financial and technical competing proposals pursuant to subsection 45 of the PPP Act No. 18 of 2023 as amended.

Bidders shall demonstrate technical capabilities, financial, legal, economic proficiency and commercial capacity to finance or to secure financing for the investment required under the project. The Ministry of Commerce Trade and Industry shall evaluate the unsolicited proposal and any comparable competing proposal using the following criteria:

- (a) novel methods, approaches or concepts demonstrated by the proposal;
- (b) scientific, technical, or socio-economic merits of the proposal;

- (d) capabilities, related experience, facilities, or techniques of the private entity or unique combinations of these qualities that are integral factors for achieving the proposal objectives;
- (e) qualifications, capabilities, and experience of the proposed team leader or key personnel, who are critical to achieving the proposal objectives; (f) how the proposal benefits the public; and
- (g) any other factors appropriate to a particular proposal.

Eligibility criteria, establishment of the successful bidder and the selection procedure shall be in accordance with Public Private Partnership Act No. 18 of 2023 and the issued Request for Competing Proposals (RFCP).

Interested parties may obtain further information from the Ministry of Commerce, Trade and Industry website: www.mcti.gov.zm or at the address below during office hours from Monday to Friday, 09:00 hours to 16:00 hours. Eligible bidders may inspect and/or purchase the RFCP document from the Head-Procurement and Supplies Unit, Ministry of Commerce, Trade and Industry, on the 10th Floor, Government Complex, Lusaka upon payment of a non-refundable fee of ZMW: USD10,000.00 or Kwacha Equivalent in cash or bank certified cheque or bank transfer, and the bank details are as follows:

Account Name: Ministry of Commerce, Trade and Industry
Account Number: 1010037067296
Sort Code: 140001
Swift Code: ZICBZLU
Bank Name: Zambia Industrial Commercial Bank
Branch: Lusaka Business Centre
Account Currency: ZMW: USD 10,000.00 or Kwacha Equivalent

The Proposals should be submitted in sealed envelopes, clearly marked:

“REQUEST FOR COMPETING PROPOSALS FOR TECHNICAL AND FINANCIAL PROPOSALS FOR THE DESIGN, BUILD, MAINTAIN, OPERATE AND TRANSFER OF APPROXIMATELY 25KM OF THE MBALA TO ZOMBE ROAD AND BORDER FACILITIES AT ZOMBE IN MBALA DISTRICT, NORTHERN PROVINCE THROUGH A PUBLIC PRIVATE PARTNERSHIP MODEL- TENDER NO. MCTI/PPP/NCS 02/2026”.

The Proposals should be addressed to the Government of the Republic of Zambia ("GRZ" or Government") through the Ministry of Commerce, Trade and Industry;

Permanent Secretary
Ministry of Commerce, Trade and Industry
Physical Address: 10th Floor, Government Complex, Nasser Road
Lusaka, Zambia.

Mailing Address: P. O Box 31968, Lusaka,
Telephone Number: +260 211 223617
Facsimile Number: +260 211 226673
Zambia,

Attention:
The Head-Procurement and Supplies Unit,
Email to: Mukuka,Clement@mcti.gov.zm
Cc: Derick.Sinkombe@mcti.gov.zm
Emmanuel.Kafumukache@mcti.gov.zm
Cc: Grace.Nankamba@gmail.com

Submissions: One original and six (6) hard copies, and one electronic/soft copy should be submitted together. HOWEVER, ELECTRONIC EMAIL, FAX AND/OR LATE SUBMISSIONS WILL NOT BE ACCEPTED.

THE CLOSING DATE FOR THE RECEIPT OF PROPOSALS IS TUESDAY, 18TH AUGUST 2026, 10:00 HOURS ZAMBIAN LOCAL TIME.

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