



Government of the Republic of Malawi  
Roads Authority (Malawi)



**SOUTHERN AFRICA TRADE AND CONNECTIVITY PROJECT (P164847)**  
**REQUEST FOR EXPRESSIONS OF INTEREST**  
**(CONSULTING SERVICES – FIRMS SELECTION)**

**Country:** MALAWI  
**Name of Project:** SOUTHERN AFRICA TRADE AND CONNECTIVITY PROJECT (P164847)  
**Credit No:** 6870-MW  
**Grant No:** D804-MW  
**Assignment Title:** CONSULTANCY SERVICES FOR THE PREPARATION OF VEHICLE LOAD CONTROL (VLC) STRATEGY IN MALAWI (2023-2028)  
**Reference No.:** MW-RA-302312-CS-QCBS

The Government of Malawi has obtained a credit and grant from the International Development Association (IDA) under the Southern Africa Trade and Connectivity Project (SATCP) to support efforts to reduce trade costs and time, increase access to improved infrastructure, and increase value chain development in targeted corridors of Malawi and Mozambique, and intends to apply part of the proceeds for consulting services.

In line with component four of SATCP, the Government of Malawi through the Roads Authority intends to use resources from the World Bank towards the cost of undertaking a Consultancy Services for the Preparation of Vehicle Load Control (VLC) Strategy in Malawi (2023-2028).

Road transport remains the major mode of transport in Malawi, handling more than 70 percent of the internal freight traffic and 99 percent of passenger traffic, with an estimate of 75 percent of international cargo traffic also using roads despite the long distances to ports.

Transport costs in Malawi are among the highest in the Southern Africa Development Community (SADC) region. Malawi Government's efforts in the transport sector are geared to the reduction of transport costs and prices across all modes of transport. In this regard, the Ministry of Transport and Public Works (MoTPW) through the DITSS currently operates six permanent weigh stations. In terms of operation, each site operates independently and there is no system linkage with the DITSS Head Office to monitor day to day activities except through periodic supervision of senior staff.

There have been initiatives implemented at regional level such as Common Market for Eastern and Southern Africa (COMESA), East African Community (EAC) and Southern Africa Development Cooperation (SADC), on vehicle overload control to ensure harmonized framework. The challenges due to absence of a harmonized framework for overload control management are most apparent along regional transport corridors.

The challenges manifested themselves as firstly, in lack of regional harmonization of axle load limits which makes management difficult, and secondly, in lack of faith in the systems used in different countries, such that vehicles are sometimes weighed frequently, including at weighbridges a few kilometers apart but on different sides of a common border. Differences in the infrastructure used contribute to varying perceptions of the integrity of the overload control systems crossed by the regional transport corridors, so that each country has to weigh vehicles again as soon as they enter its territory.

Two vital legal instruments have been drafted under the Tripartite Transport and Transit Facilitation Programme (TTTF) of COMESA-EAC-SADC Tripartite namely the Vehicle Load Management Agreement (VLMA) and Vehicle Load

A survey carried out in 2014 showed that the incidence of vehicle overloading as measured at the permanent weighbridges shows an extent of overloading of only 3% and an average degree of overloading of 5%. In contrast, the baseline axle load survey, undertaken as part of the preparation of the vehicle load control strategy, showed that on average 50% of the vehicles on the network could be overloaded and that these overloaded vehicles are on average overloaded by 26%. The extent of overloading measured during the baseline survey is much higher than previously thought, mainly because the estimate of the extent of overloading prior to the baseline survey was based on statistics from the permanent weighbridges. In this regard, both the extent and degree of overloading measured at the permanent weighbridges are not at all representative of the actual overloading situation on the Malawi road network. This is mainly as a result of the lack of vehicle load control facilities on the internal network.

In this regard, the consultant will be required to undertake a review of the 2014-2021 Vehicle Load Control Strategy Plan for Malawi and prepare a successor five-year Strategy. The consultant will guide the Directorate of Road Traffic and Safety Services to undertake overload survey at similar locations used in the baseline overload survey conducted in 2014 in preparation of the 2016-2021 Vehicle Load Control Strategy. The consultant will evaluate the extent and degree of overloading in Malawi in line

of the 2014 survey. The consultant will also propose necessary institutional reforms for the effective and efficient operation of vehicle load control systems in Malawi.

The consulting services ("the Services") include services to recommend a harmonized approach to the operation and management of vehicle load control in Malawi based on regional (SADC/COMESA) and international best practice. The overall goal is to achieve efficient and effective control of overloading in Malawi as a basis for reducing the accelerated deterioration of road networks and, as a consequence, reducing total transport costs.

The Roads Authority now invites eligible consulting firms ("Consultants") to indicate their interest in providing the Services. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services. The shortlisting criteria are:

- 1) Core business of the firm(s) and years in business;
- 2) Relevant experience, which should specifically include the following:
  - a) Experience in carrying out Traffic Count Survey, Origin and Destination Survey and Axle Load Survey
  - b) Experience in preparation of Vehicle Load Control Strategy and any road sector strategy
  - c) Experience in similar assignment in the Sub-Saharan African region or any other region with similar environment.
- 3) Technical and Managerial capability of the firm (Provide only the structure of the organization, general qualifications, and number of key staff. Do not provide CV of the staff). Key Experts will not be evaluated at the short-listing stage.

Interested consultants should provide only reference that are responding to the shortlisting Criteria. The attention of interested Consultants is drawn to Section III, paragraphs, 3.14, 3.16, and 3.17 of the World Bank's "Procurement Regulations for IPF Borrowers" dated September 2023 ("Procurement Regulations"), setting forth the World Bank's policy on conflict of interest.

Consultants may associate with other firms to enhance their qualifications, but should indicate clearly whether the association is in the form of a joint venture and/or a sub-consultancy. In the case of a joint venture, all the partners in the joint venture shall be jointly and severally liable for the entire contract, if selected.

A Consultant will be selected in accordance with the Quality Cost Based Selection (QCBS) method set out in the Procurement Regulations.

Terms of Reference (TOR) for the assignment can be downloaded from the following website [www.ra.org.mw](http://www.ra.org.mw) and further information can be obtained at the address below during office hours from 07:30 to 12:00 hours and 13:00 to 16:30 hours, local time

Expressions Of Interest Clearly Marked: "Consultancy Services for the Preparation of Vehicle Load Control (VLC) Strategy in Malawi (2023-2028)" must be delivered in a written form to the address below in person, or by mail, or by e-mail by 16:30 Hours on Friday, 19th April 2024.

The Chairman,  
Internal Procurement and Disposal Committee,  
Roads Authority, Room 35  
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