



## EXPRESSION OF INTEREST

### TO WORK IN PARTNERSHIP IN THE REINTEGRATION OF MIGRANTS

#### TERMS OF REFERENCE

##### BACKGROUND

Assisted voluntary return and reintegration (AVRR) is a key strategy in ensuring the humane and orderly movement of migrants. It is an indispensable component of a migration management approach which is intended to be mutually beneficial to migrants, governments and other sectors of society affected by migration.

IOM implements the AVRR which has well-tailored reintegration measures supporting the socio-economic reintegration of returnees in their countries of origin. IOM under the different ongoing projects including the regional Joint Initiative for Migrant Protection and Reintegration (financed by the European Union Trust Fund) and other AVRR projects is implementing actions to ensure the sustainable reintegration of returning Nigerian migrants in close collaboration with the Government of Nigeria

These projects provide Community-Based Reintegration (CBR) support which aims at involving returning migrants in income-generating activities with their home communities to promote inclusive local development while also reducing the socioeconomic challenges in the areas and the impact of return migration on the prioritized receiving communities. In this regard, IOM has, at this stage, identified communities in Kano state which are highly affected by irregular migration to create job opportunities in existing private sectors firm and set up community-based projects in line with the community/returnees' interest and ecological setting.

To create employment opportunities and income generating activities for returned migrants and unemployed youths otherwise known as potential migrants in these communities, IOM is seeking private sector partnership with companies who have expertise and are currently running profitable businesses with a potential to absorb potential migrants and returned migrants as employees in any of the following areas

- Plastic recycling and plastic production business
- Manufacturing of household plastic items

##### OBJECTIVE

The main objective of this engagement is to promote partnership between IOM and the private sector to provide employment opportunities within their cycle of business for unemployed youth/potential migrants and returnees who are exposed to the risk of irregular migration within their communities, and to create avenue for knowledge transfer in the course of engagement with the private sector.

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## SPECIFIC CONTEXT

The high demand of plastic items in Nigeria and the positive impact of recycling plastic items has prompted the essence of plastic recycling and plastic manufacturing business to boost production for the increasing population and contribute to the overall economic matrix of the state.

According to the data matrix from the Nigeria data portal the unemployment rate in the country is about 32.5% [2021] for a population of approximately 211,394,895 people, with youths making a substantial part of that population. Also available data from the EU-IOM JI over 17,359 migrants have been returned back to Nigeria since 2017 and a large number of them are from Kano State. It is of critical importance therefore to positively engage this youth channeling their energy and potentials to build their skills, create employment, develop entrepreneurship capacity to create livelihood opportunities.

In view of this, IOM is seeking well established private sector companies in the plastic recycling sector that can provide employment within their existing businesses or in setting up a new plastic business in a partnership modality with IOM. The beneficiaries under this scheme will have the opportunity to acquire skill, work experience and technological know-how on plastic recycling and producing of plastic items.

## REQUIREMENT

This project has taken an approach of promoting partnership with well-established plastic recycling and production of plastic items which has the required funds, technological expertise, job placement capacity, management, market for the products and technical industry -specific expertise to support with provision of employment. To this end, IOM is seeking private firms with the relevant pedigree, preferably in plastic processing, value chain network who will offer job placement within their business for returnees and potential migrants and is also capable of providing technical expertise to set up plastic recycling and production.

## ROLES AND RESPONSIBILITIES

The primary role and responsibility of the private partnership is to provide employment opportunity to beneficiaries within their existing plastic organization or the set-up plastic recycling project undertake all regulatory requirements, provide necessary advert/branding/marketing for the products of their already running business

## VALUE PROPOSITION

- Leadership of the management of the factories;
- Huge potential for value- chain network;
- Leverage on government pro-sectorial policies, boosting performance;
- Possibility of managing other similar projects; proven track record of past work.
- Contribute to the curbing of the negative effects of irregular migration as part of CSR support;

## QUALIFICATION AND EXPERIENCE

The criteria for selecting the firm, among others, are:

- Must operate in Nigeria with preference given to those who are within/near the following States: Kano State.
- Must be registered and certified by the Corporate Affairs Commission and tax certificate;
- Must have been in operation for at least two (2) years in similar area of expertise;
- Must be a business development service provider;
- Evidence of consistent and sustained good financial performance (audit reports for the last 2years);
- Management Team composition with a proven track record;

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- proven understanding of the Nigerian business environment and labor market structure;
- Evidence of the existence of a proper governance structure;
- Evidence of the availability of adequate resources (human and financial) and capacity to manage plastic or manufacturing business;
- Evidence of consistent regulatory compliance;
- Proven financial capacity.

#### COMPETENCIES

- Confirmed interest in working on community projects and with returned migrants and potential migrants.
- Expertise on plastic manufacturing or related manufacturing
- In-depth knowledge of the value chain
- Organizational structure/systems setup;
- People management skills;
- Community relations skills;
- Health, Safety, and Environment (HSE);
- Supply Chain Management (SCM) abilities;
- Branding and Marketing;
- Risk management;
- Project development and management skills;

#### QUERIES RELATED TO APPLICATIONS:

Organizations requiring any clarifications on the content of this document may notify the IOM in writing at the following email address: [IOMLagosTenders@iom.int](mailto:IOMLagosTenders@iom.int). IOM will respond to any request for clarification received on or before 15<sup>th</sup> September 2021.

#### METHOD OF APPLICATION

IOM invites interested private Firms to submit an expression of interest, along with a cover letter in support of their application, addressed to the IOM Lagos Procurement Unit and sent to the following email [IOMLagostenders@iom.int](mailto:IOMLagostenders@iom.int) on or before 23<sup>rd</sup> September, 2021.

And

Hard copies of your application can also be submitted to any of our offices listed below:

1. 1, Isaac John Street, Ikeja GRA, Lagos, Lagos state
2. 3, Aideyan Street, off Ihama Road, GRA, Benin City, Edo state.

The Application document should comprise of the following:

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1. Cover Letter: stating the Project Title “Expression of Interest to work in partnership in the reintegration of migrants”

a. A copy of this Request for Expression of Interest duly signed on all pages by the Company/Service Provider’s Authorized Representative

2. Technical Proposal

Kindly fill in the below information in the tables provided in Annex A with the below details:

a. Details of organizational structure and activities.

b. The list of key staff (CVs should be included as attachments, including description of expertise, work experience, training and education)

3. Financial proposal

a. Overview of services provided to date and respective costs.

b. Audited reports OR financial reports for the last two (2) years and required set of registration documents.

Only eligible and qualified Organizations on above shall be invited to participate in the subsequent procurement process.

4. 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. The 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.

5. All information given in writing to or verbally shared with the Service Provider in connection with this Request for EoI is to be treated as strictly confidential. The 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 Service Provider is successful.

6. 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.

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