



**MINISTRY OF FOOD, AGRICULTURE AND LIGHT INDUSTRY**

**EXTENSION TO**

**REQUEST FOR EXPRESSIONS OF INTEREST**

**(CONSULTING SERVICES –FIRMS SELECTION)**

**MONGOLIA**

**EXPORT DEVELOPMENT PROJECT**

Loan No./Credit No./ Grant No.: P147438

**Assignment Title: The consultancy to support export value added production and create a favorable tax environment**

**Reference No**.: CS-2-21/20

**Date:** December 25, 2020

Mongolia has received financing from the World Bank toward the cost of the Export Development Project and intends to apply part of the proceeds for consulting services.

The consulting services (“the Services”) include the following:

1. **Objective of the assignment**

The objective of this assignment is to study the best practices of tax policies for non-mining exporters and value-added producers in the developing and least-developed countries and suggest the tax policy options for the Mongolian context to create a conducive tax environment for exporters and producers.

1. **Scope of services**

The consultant firm will carry out the following:

1)  Study at least ten different tax policies implemented in the developing and LDCs  (PRC, Republic of Korea, Taipei, Thailand, Malaysia, Chile, Poland etc.) with successful export tax policies, laws and regulations that bolstered their semi and finished goods exports. Show export tax as an instrument of commodity export restrictions, the overall welfare effects for the exporting country, the importing country and the income distribution effects. Highlight case studies of countries with successful export promotion tax policy frameworks.

2) Review and analyze non-tariff policy tools that can be used to increase non-mining value-added exports.

3) Examine the current commitments to the World Trade Organization and identify potential tax policy tools for Mongolia in line with the WTO rules to foster value-added exports and set import tariffs adequately.

4) Investigate the existing bilateral and multilateral trade and economic partnership agreements and determine tax policies that benefit Mongolian exporters, and recommend ways to effectively use such arrangements.

5) Analyze the current situation and provide clear recommendations to improve the defensive/safeguard measure legislations and implementation arrangements (anti-dumping, safeguard measures etc.).

6) Recommend the best-case options for the current Mongolian tax environment. The consultant should avoid straight-forward recommendations such as tax exemptions. The recommendations must be in line with international best practices and with policy requirements of the Ministry of Finance.

7) Write as-is analysis report on the above-mentioned analysis on the tax policy and its intended and unintended consequences on value added production, imports, and exports during and post COVID-19 situation.

8) Categorize the export tax as an instrument of export restrictions, define the overall welfare effects for the exporting country, the importing country, and the world.

9) Discuss with industry related professionals from governing bodies (Ministry of Food, Agriculture and Light Industry, the General Department of Tax, Mongolian Customs, General Agency for Specialized Inspection, Mongolian National Chamber of Commerce and Industry etc.) about ways to reach the desired level of “to-be” report.

10) Draft a law amendment proposal to the Mongolian tax law framework that is acceptable to stakeholders, such as the Ministry of Finance and Ministry of Food, Agriculture and Light Industry in accordance with the Law on Legislation including concept, rationale, relevant cost and impact studies.

11) Write a final report in English and Mongolian.

12) Roundtable meetings with industry related stakeholders: governing parties including the General Department of Taxation, Mongolian Customs, General Agency for Specialized Inspection, Ministry of Food, Agriculture and Light Industry (MOFALI), Ministry of Finance, Mongolian National Chamber of Commerce and Industry, Mongolian Commodity Exchange, Project Implementation Unit (PIU) and export oriented non-mining SMEs.

1. **DELIVERABLES**

The key deliverables will include the followings, but not limited to:

No Deliverables

1. Detailed Work Plan and Study Methodology
2. “As-Is” analysis (in Mongolian) report reviewed by stakeholders' roundtable discussions and accepted by PIU
3. “To-Be” analysis report (in Mongolian) reviewed by stakeholders' roundtable discussions and accepted by PIU.
4. Final report (both in Mongolian and English) and the PowerPoint presentation reviewed and accepted by PIU.
5. **Consultancy timelines**

The contract duration is 4 months after signing the contract. An estimated total number of person-months for the key personnel is 20 person-months. The contract may commence in December 2020 and complete in April 2021.

**The Ministry of Food, Agriculture and Light Industry 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:**

* In the last 5 years, the consulting firm should have completed at least 3 research services contracts in the field of economy, law, finance, taxation, or relevant areas.
* In the last 5 years, the consulting firm should have experience in providing services for the private and public sector and international organizations.
* The consulting firm should demonstrate its experience and knowledge of the research services by listing contracts including description, value, year of commencement, year of completion, client, and contact person for reference).
* Proven ability to conduct field surveys.
* Proven competence to make concise reports and presentations

The consultant should have the below specialists as a minimum requirement for the entire assignment:

1. Team Leader (4 person-months).

2. Researcher – 4 (4 person-months each),

**At the stage of REOI, CVs shall not be required. Below proof documents are required for all proposed consultants will be submitted with the first-ranked consultant’s technical proposal:**

1. Copy of educational diplomas and professional certificates.

2. Proposed consultants for following positions required to submit CV.

Team Leader is a key expert.

1. **Team Leader (4 person-months)**

Objective:

The main purposes of this work are 1) to manage team to identify current and future state of export and import tax policies 2) to review and analyze the existing tax related laws, regulations, international treaties and bilateral agreements of Mongolia 3) to develop a feasible recommendation paper, proposals or law amendments for improving export tax policies and environment 3) oversee professional and quality delivery of all deliverables in timely manner; and 4) keep frequent dialogue and feedback with project team.

Detailed Tasks:

Team Leader will:

* + - Review and analyze the existing tax related laws, regulations, international treaties, and bilateral agreements.
		- Analyze international best practice legal documents and processes.
* Organize and participate in meetings with regulatory authorities to discuss an action plan for introducing the necessary changes to the tax legal environment of Mongolia.
	+ - Prepare a legal project proposal
		- Lead researchers.
		- Monitor the team members’ work plan, develop weekly and daily progress reports, and report the progress to the relevant authorities.
		- Work at the organization in charge of and together with the team analyze export and import tax policies and laws and develop recommendations.
		- Conduct baseline survey at target organizations before development and deployment.
		- Work in regular coordination with a client organization on a proposal that is developing.
		- Conduct multi-stakeholder consultations.

Minimum Qualification Requirements:

* Masters or higher degree in law with finance or tax specialization or equivalent in a relevant field.
* At least 8-10 years of professional international and/or local experience gained within reputable international organizations, public and private consulting firms that demonstrates extensive knowledge of finance and tax laws and regulations of Mongolia.
* Direct experience in drafting or advising the government of Mongolia on similar law or regulations is preferred.
* Ability to carry out meetings with key stakeholders and lead roundtable discussions with government officials at all levels.
* Strong organizational, interpersonal/communication, presentation, and written skills.
* Ability to lead a team with a sound work ethic, intellectual curiosity, and exceptional client service.
* Ability to structure and manage intensive workloads.
* Professional experience working in a developed country will be an advantage.
* Fluency in English language.

2. **Researcher – 4 (4 person-months each)**

Objective:

The main purpose of this work is to assist a Team Leader for the project by conducting “as-is” and “to-be” analysis for export and import tax laws and policies and recording documents from each step, collecting data and reporting to the team leader.

Detailed Tasks:

Team Member will:

* Follow the exporters’ processes which are identified by the team leader and collect data for the research and summarize them.
* Writing meeting notes.
* Other assigned works from Team Leader and Legal Experts.

Minimum Qualification Requirements

* Undergraduate or Graduate degree in Economics, Finance, Taxation, Law, or other relevant fields.
* At least 5 years of experience in market research and other relevant fields.
* Must be a worthy team player, dedicated to contributing toward the outcome desired by the team.
* Strong organizational, interpersonal/communication, presentation, and written skills.
* Ability to think analytically.
* Experience working in foreign trade sector will be an advantage.
* Fluency in English language.

**CVs shall not be required in the Request for Expression of Interests (REOI) stage and shall not be evaluated during evaluation of Expression of Interests (EOIs).** **CV and copy of educational diplomas and professional certificates are required to prove appropriate qualifications and skills among required staff with first-ranked consultant’s technical proposal.**

The attention of interested Consultants is drawn to paragraph 1.9 of the World Bank’s Guidelines: Selection and Employment of Consultants under IBRD Loans and IDA Credits & Grants by World Bank Borrowers dated January 2011 [revised July 2014] (“Consultant Guidelines”), setting forth the World Bank’s policy on conflict of interest.

Consultants may associate with other firms in the form of a joint venture or a subconsultancy to enhance their qualifications.

A Consultant will be selected in accordance with the selection based on the Consultant’s Qualification method set out in the Consultant Guidelines.

**Further information and the detailed Terms of Reference can be obtained from** **khulan.edp@gmail.com****.**

**Expressions of interest must be sent to all the emails indicated below by January 6, 2021, 1800 hours, due to COVID restrictions, as extended.**

Export Development Project

Attn: Ms. Mandukhai U., MOFALI officer

E-mail: u.mandukhai0830@gmail.com, khulan.edp@gmail.com





**MINISTRY OF FOOD, AGRICULTURE AND LIGHT INDUSTRY**

**EXTENSION TO**

 **REQUEST FOR EXPRESSIONS OF INTEREST**

**(CONSULTING SERVICES –FIRMS SELECTION)**

**MONGOLIA**

**EXPORT DEVELOPMENT PROJECT**

Loan No./Credit No./ Grant No.: P147438

**Assignment Title: Estimating Illicit Trade on Export and Recommendation on the Improvement of the Current Situation Emphasizing on the Chinese and Russian Border Ports**

**Reference No**.: CS-2-24/20

**Date:** December 25, 2020

Mongolia has received financing from the World Bank toward the cost of the Export Development Project and intends to apply part of the proceeds for consulting services.

The consulting services (“the Services”) include the following:

1. **Objective of the assignment**

The objective of this assignment is to accurately quantify the nominal estimate of the illicit trade in Mongolia in respect to the GDP and to recommend on the improvement of the current situation emphasizing on the Chinese and Russian border ports.

1. **Scope of services**

The consultant firm will carry out the following:

* Study and write a report on the current state of illicit trade and customs seizures and border control violations in Mongolia.
* List all the freight forwarding companies in Mongolia and rank them in accordance with their income statement. Collect the last 3 years of trade data and illicit trade data from at least 5 major freight forwarding companies.
* Perform a sample survey through individual traders at the main border ports such as Altanbulag, Zamyn-Uud and Buyant-Ukhaa.
* Work with the Mongolian Customs on their last 3 years of trade and seizure data and build up a projection.
* Examine the public customs data from other 5 major trading partner countries and compare their customs claims with Mongolian customs data.
* Manage, integrate, and analyze disparate data from diverse sources and make projections in respect to the GDP.
* Discuss data collection method and data analysis with industry related professionals from governing bodies (Ministry of Food, Agriculture and Light Industry, Ministry of Foreign Affairs, General Department of Tax, Mongolian Customs, General Agency for Specialized Inspection, Mongolian National Chamber of Commerce and Industry etc.) about the accuracy of the data collection.

Study international best practices on the illicit trade with similar country to Mongolia

Write a recommendation on the improvement based on the international best practices.

Write a final illicit trade report in English and Mongolian.

Required stakeholders for the roundtable meetings:

Ministry of Food, Agriculture and Light Industry, Ministry of Foreign Affairs, General Department of Tax, Mongolian Customs, General Agency for Specialized Inspection, Mongolian National Chamber of Commerce and Industry, Project Implementation Unit (PIU) and other related parties.

1. **DELIVERABLES**

The key deliverables will include the followings, but not limited to:

No Deliverables

1. Detailed work plan and study methodology
2. Draft report on the current state of the illicit trade and customs seizures and border control violations reviewed by PIU.
3. Data collection on the last 3 years of customs trade data and sample surveys from the 3 main border ports, illicit trade data from the 5 major freight forwarders and publicly accessible customs data from 5 other major trading partner countries.
4. Data analysis report on the last 3 years of customs trade data, illicit trade data from the 5 major freight forwarders and publicly accessible customs data from 5 other major trading partner countries reviewed by stakeholders’ roundtable discussions and accepted by PIU.
5. Final illicit trade report
6. **Consultancy timelines**

The contract duration is 4 months after signing the contract and an estimated person-months (PMs) for the assignment is 16 PMs. The consultant work is expected to commence in February 2021 and complete in June 2021.

**The Ministry of Food, Agriculture and Light Industry 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:**

* In the last 3 years, the consulting firm should have completed at least 3 management and research services contracts in the field of statistics, evaluation, quality control, financial auditing, or relevant areas.
* The consulting firm should demonstrate its experience and knowledge of the business management and research services by listing contracts (including description, value, year of commencement, year of completion, client, and contact person for reference).
* Proven ability to conduct field surveys.
* Proven competence to make concise reports and presentations.
* The consulting firm/firms should have the below specialists as a minimum requirement for the entire assignment:

· Team Leader -1

· Researcher - 3

* **Team Leader -1 (key expert, 4 person-months)** will have overall responsibility to 1) manage the team to identify potential and collaborate with major freight forwarders; 2) oversee professional and quality delivery of all deliverables in a timely manner; and 3) keep frequent dialogue and feedback with a project team. Specific tasks include but not limited to: a) Responsible for producing final deliverables of research and strategic development; b) Lead and monitor the team of key experts and researchers; c) Monitor the team members’ work plan, develop weekly and daily progress reports and report the progress to the relevant authorities; d) Organize the stakeholder’s roundtable meetings; e) Present the work to the project team; f) Work in regular coordination with client organization on a proposal that is developing; g) Conduct multi-stakeholder consultations;
* Minimum Qualification Requirements:

a) Postgraduate degree in Statistics, Economics, Business Administration, or other relevant fields.

b) At least 10 years of research experience in statistics, economics, social development, and relevant field is required.

c) Proven ability to develop research design, survey sampling, data collection, data management and processing.

d) Strong organizational, interpersonal/communication, presentation, and written skills.

e) Ability to lead a team with a sound work ethic, intellectual curiosity, and exceptional client service.

f) Ability to structure and manage intensive workloads.

g) Ability to utilize proven and industry recognized methodologies in analyzing and redesigning business process and related regulations.

h) Fluency in English language.

* **Researcher - 3 (key expert, 4 person-months each)** will have responsibility to his/her own dedicated data collection, processing and analysis appointed by a team leader and assist a Team Leader for the project by conducting the research project: 1) Collect a variety of data from multi-stakeholders; 2) Cleanse aggregated; 3) develop event recommendation; 4) develop multiple data modelling and data regression; 5) deliver of all deliverables in professional and timely manner; and 6) keep frequent dialogue and feedback with a team leader and researcher. Specific tasks include but not limited to: a) Responsible for producing final deliverables of dedicated events’ research and strategic development; b) Support organizing the stakeholder’s roundtable meetings; c) Present the work to the stakeholder meeting; d) Economic impact analysis of each events and of competing events worldwide; e) Determining economic impact indicator of events; f) Conducting field survey and collecting data; g) Conducting market research; h) Summarizing survey and research; i) Writing meeting notes of stakeholder meetings; j) Other assigned works from Team Leader.
* Minimum Qualification Requirements:
1. Graduate or Postgraduate degree in Statistics, Economics, or research fields and other relevant fields.
2. At least 2 years of experience in economics, social development and relevant field is required.
3. Strong organizational, interpersonal/communication, presentation, and written skills.
4. Ability to lead a team with a sound work ethic, intellectual curiosity, and exceptional client service.
5. Must be a worthy team player, dedicated to contributing toward the outcome desired by the team.
6. Ability to think analytically.
7. Ability to structure and manage intensive workloads.
8. Fluency in English language.

**CVs shall not be required in the Request for Expression of Interests (REOI) stage and shall not be evaluated during evaluation of Expression of Interests (EOIs).** CV and copy of educational diplomas and professional certificates are required to prove appropriate qualifications and skills among required staff with first-ranked consultant’s technical proposal.

The attention of interested Consultants is drawn to paragraph 1.9 of the World Bank’s Guidelines: Selection and Employment of Consultants under IBRD Loans and IDA Credits & Grants by World Bank Borrowers dated January 2011 [revised July 2014] (“Consultant Guidelines”), setting forth the World Bank’s policy on conflict of interest.

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