



## Notice of Invitation for Early Market Engagement

**Sector:** Water

**Title of Event:** Early Market Engagement for Civil Work of 88 Rural Piped System (RPS) along with Electro mechanical supplies, supply of Pipes and Fittings

**Country:** Ethiopia

**Project ID:** P174867

**Region:** Eastern Africa

**Project Name:** Horn of Africa Groundwater for Resilience Project (World Bank Financed)

**Client:** Ministry of Water and Energy (MoWE)

**Event Arrangement:** Hybrid (In-Person and Virtual)

**Registration Email:** [kasbey65@gmail.com](mailto:kasbey65@gmail.com) | [jag.wdc@gmail.com](mailto:jag.wdc@gmail.com)

**Link to Information:** [https://www.mowe.gov.et/en/resource\\_types/](https://www.mowe.gov.et/en/resource_types/)

**Date of Event:** 18<sup>th</sup> March 2026

### 1. Introduction

The Ministry of Water and Energy (MoWE) of the Federal Democratic Republic of Ethiopia is pleased to invite suppliers, contractors, and market actors to participate in an **Early Market Engagement (EME)** session for an upcoming procurement opportunity under the Horn of Africa Groundwater for Resilience (HoA-GW4R) Project, financed by the World Bank.

The primary objective of this engagement is to foster collaboration with the market, gain valuable insights, and receive constructive feedback that will help the Ministry to better finalize the designs/specifications/BoQ, packaging, and procurement approach of the upcoming works contract.

The EME will be led by *Mr. Kassahun Beyene*, MoWE, the project's Water Supply PIT Coordinator.

### 2. Objectives of the Early Market Engagement

The session is intended to:

- Create awareness of the upcoming business opportunities under the HoA-GW4R Project
- Obtain market insights to strengthen the procurement process and enhance competitiveness.
- Identify challenges of the water supply sector in the presence of all pertinent stakeholders.
- Identify and mitigate procurement and contract management challenges to encourage the participation of the market.
- Enhance Employer's Requirements, technical specifications, contract conditions, risk allocation, costing methodologies, Bills of Quantities, and bid evaluation approaches.
- Identify current innovations and technologies in climate-resilient rural piped system water supply scheme development.
- Gather feedback on the proposed procurement approach to maximize bidders' Participation.
- Understand prevailing market prices, cost structures, and influencing factors.
- Identify key risks, opportunities, and incentives within the supply chain.

### 3. Approach to the Early Market Engagement

The EME will be conducted through a **Contractor/Supplier Workshop**. Interested contractors/suppliers are requested to confirm participation **no later than 13 March 2026, 3.00 PM (East Africa Time)**, using the registration emails provided above.

The Early Market Engagement session will take place on 18 March 2026 at 9:00 a.m. at MoWE premises, Ground floor meeting hall, Addis Ababa. The announcement will also be published on the Ministry's official website: [www.mowe.gov.et](http://www.mowe.gov.et)



The workshop will be conducted in a **hybrid format**, allowing participation to attend either **in person** or **virtually**. Participants are kindly requested to confirm their attendance and provide the information requested on the form.

All discussions during the EME will be recorded. The process will be conducted in an open and transparent manner; however, any **commercially sensitive information** will be treated as confidential and will not be disclosed to participants or to individuals not formally involved in the EME process.

**4. Documents Available for Early Market Engagement**

The following documents are available for download from the MoWE website under the Procurement directory or can be requested via the registration emails provided:

- Document-1: Project Description and Technical requirement
- Document -2 : Sample draft Bidding document

**5. Planned Procurement Activities**

The project has planned the construction of 88 Rural Piped System Water Supply Schemes (RPSs) in different parts of the country. The estimated cost of one RPS is about USD 800,000. Three to four RPSs could be packaged into one contract. Also, the work may include the supply of pipes and fittings along with Electro Mechanicals. However, packaging could be subject to the outcomes of the EME.

**6. Procurement Process**

Selection of bidders will be conducted through open national competitive bidding in line with the World Bank’s Procurement Regulations for IPF Borrowers (Seventh Edition, September 2025).

**7. Indicative Procurement Processing Timelines**

Activity	Timeline
Deadline for confirming participation in the EME Session	Tuesday, 10 March 2026, 3:00 PM (East Africa Time)
EME Workshop Date	18 March 2026(Morning from 9:00am to 12:30PM) (East Africa Time)
Estimated date of publication for Bid Invitation	Most start from May 1, 2026
Deadline for bid/proposals submission	June 1,2026
Anticipated Award Date	July 15,2026
Due Diligences and contract signing process	July 26,2026

The submittals should be presented in English. Further information can be obtained at the address below during office hours from Monday to Friday, 8:30 AM to 5:00 PM local time.

**8. Contact Information**

**Ministry of Water and Energy (MoWE)**

Attention: Mr. Kassahun Beyene, WSPIT Coordinator  
 Bole Sub City, Woreda 09, beside Capital Hotel and Spa  
 2<sup>nd</sup> Floor, Office No. 23

Tel:0911125319

Email: kasbey65@gmail.com

**Copy to:**

Mr. Jagama Kabeta, Procurement Specialist

Tel:0932503316

Email: jag.wdc@gmail.com

