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Ethiopian Railway
Corporation

Information: Invitation to Apply for Pre-Qualification as an Approved Contractors and Sub
Contractors

Prepared by: - Procurement Team

Oct .2025



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PART A: GENERAL

1. INTRODUCTION AND BACKGROUND

Established in 2007 by Council of Ministers Regulation No. 141/2007, the Ethiopian Railway Corporation (ERC) is a public enterprise mandated to develop and operate a national railway system to fuel Ethiopia's economic growth. Under ERC's leadership, over 700 km of railway lines have been commissioned, with an additional 560 km currently under construction. Beyond infrastructure, ERC is committed to building national capacity, having facilitated advanced training for more than 800 staff—from TEVT to Ph.D. levels—in partnership with Addis Ababa University and international institutions. Furthermore, ERC is dedicated to creating a knowledge base, delivering sustainable engineering solutions, and bridging critical service delivery gaps within Ethiopia's construction industry.

To support its expanding construction portfolio in building, road, and railway sectors, ERC has established a dedicated construction business unit. The corporation recognizes that successful project delivery—meeting critical targets for cost, quality, and schedule—depends on robust partnerships with skilled contractors and subcontractors. Therefore, ERC is committed to a proactive procurement strategy. This approach emphasizes the early identification and engagement of pre-qualified partners, fostering a competitive yet collaborative environment to secure reliable execution capacity and achieve mutually beneficial outcomes. By building a network of approved contractors, ERC aims to ensure project excellence, strengthen its market reputation, and drive sustainable growth.

With this objective, ERC now invites capable contractors and subcontractors specializing in building construction and material works to apply for pre-qualification for its upcoming projects.





1.1 Project Scope

ERC's Engineering and procurement team (here in after referred to as "the Buyer") invites/ requests (here in after referred to as "Suppliers") to respond to this pre qualification invitation for ERC's upcoming road and bridges construction projects for the supply (here in after referred to as "the contractors and subcontractors selection").

The upcoming projects includes variety of contractors and subcontractors registration categorized as per the below.

Road Construction Contractors & Subcontractors			
Tier	Role	Key Subcontractors (by specialty)	Scope of Work
Prime Civil Contractor	Manages the entire road project; coordinates all subs	Earthwork & Foundation	-
		• Clearing & Grubbing Contractor	Removing trees and vegetation from the right-of-way
		• Earthwork/Grading Contractor	Mass excavation, embankment construction, grading
		• Utility Contractor	Relocating existing water, gas, and communication lines
		• Blasting Contractor	Controlled rock blasting for excavation
		Pavement Structure	-
		• Aggregate Base Contractor	Placing and compacting crushed stone sub-base layers
		• Asphalt Paving Contractor	Placing and compacting asphalt pavement layers
		• Concrete Paving Contractor	Placing and finishing concrete for pavements
		Structures & Drainage	-





		• Bridge Contractor	Constructing bridge substructures and decks
		• Drainage Contractor	Installing storm sewers, culverts, and catch basins
		• Signing & Striping Contractor	Installing road signs and pavement markings
		Systems & Finishing	-
		• Electrical Contractor (Roadway)	Installing traffic signals and street lighting
		• Erosion Control Contractor	Seeding, silt fences, and stormwater management
Building Construction Contractors & Subcontractors			
Tier	Role	Key Subcontractors (by trade)	Scope of Work
General Contractor (GC)	Oversees entire project; manages all subs; responsible for delivery	Site & Foundation	-
		• Excavation Contractor	Site clearing, grading, digging foundations
		• Demolition Contractor	Safe demolition of existing structures
		• Piling Contractor	Installing deep foundations and shoring
		• Concrete Contractor	Formwork, pouring footings, slabs, walls
		Structural Shell	-
		• Structural Steel Contractor	Erection of steel beams and frames
		• Masonry Contractor	Laying bricks, blocks, and stone
		• Carpentry Contractor	Framing (rough) and trim/cabinets (finish)
		Building Envelope	
	• Roofing Contractor	Installing shingles, membranes, metal roofs	



		• Waterproofing Contractor	Applying below-grade membranes and coatings
		• Glazing Contractor	Installing windows and curtain walls
		• Siding Contractor	Installing exterior cladding and panels
		Interior Systems	-
		• Drywall Contractor	Hanging and finishing gypsum board
		• Flooring Contractor	Installing tile, wood, carpet, vinyl
		• Painting Contractor	Interior and exterior painting
		MEP Systems	-
		• Plumbing Contractor	Water, drain, gas lines; fixtures
		• HVAC Contractor	Heating, ventilation, AC systems and ducts
		• Electrical Contractor	Wiring, lighting, fire alarm, power
		Specialty & Finishing	-
		• Elevator Contractor	Installing elevator and escalator systems
		• Fireproofing Contractor	Applying fire-resistive coatings
		• Landscaping Contractor	Final grading, planting, and irrigation

1.2 Project Period

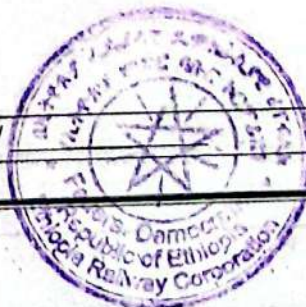
Successful suppliers who have passed the first stage of this Pre-Qualification shall be eligible to participate in upcoming tender for up to a period of 24 months.

Interested suppliers shall cover all costs associated with the preparation and submission of the required information to the 'Buyer'. Interested suppliers are solely responsible for all expenses associated with responding to this REOI.

1.3 Important information and dates

Pre-Qualification No. #1

ERC/



Road and Bridges Construction Materials

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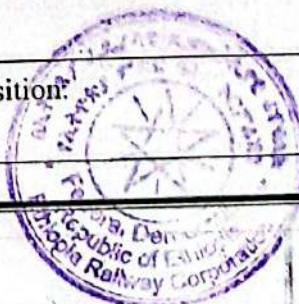
Name of the Work	contractors and subcontractors registration
Last date for submission of queries	_____
Last date of query response	_____
Last date & time of submission of EOI	_____
Address for communication/submission of Pre-Qualification	_____
Contact person	Procurement Team, Phone number: _____

PART B:

QUALIFICATION

1. General Information About the Supplier

Supplier's Legal Name	
Legal Address in Country of Registration	Address: Telephone/Fax Email address: Website:
In Case of Joint Venture, legal name of each party	
In case of Joint Venture, Place of Registration for Each Party	Address: Telephone/Fax Email address: Website:
Authorized Representative Information	Name: Position: Address:



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Corporation

	Telephone/Fax: E-mail address:
Attached copies of original documents of:	☐ In case of JV, letter of intent to form JV including a draft agreement, or agreement governing formation of JV ☐ Form Data on Joint Ventures

Name: _____

In the capacity of: _____

Signed: _____

Duly authorized to sign the EOI for and on behalf of: _____

Dated on [] day of [], 2025

2. Professional Technical and Financial Qualification

2.1 Legal and Professional Qualification

Factor	Requirement	Criteria	Documentation Required
Nationality	All suppliers shall have as their country of origin an eligible country. A country can be eligible when it is not under the restriction list of the Government of Ethiopia.	Must meet requirement	Pre-Qualification Submission Sheet
Registration in the FPPAA's Suppliers List	Having been registered in the Public Procurement and Property Administration Agency's Suppliers List	Must meet requirement	Attach FPPAA Supplier's Registration Certificate
Not Debarred by decision of the FPPAA	Not having been debarred by decision of the Public Procurement Agency from participating in public procurements for breach of its obligation under previous contracts	Must meet requirement	Pre-Qualification Submission Sheet

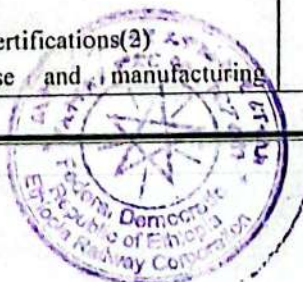


Valid trade license or business organization registration	Having been submitted valid trade license or Business organization registration certificate issued by the country of establishment	Must meet requirement	Attach Renewed Trade license and/or commercial registration Certificate
VAT registration certificate	Having been submitted VAT registration certificate issued by the tax authority	Must meet requirement	Attach VAT Registration Certificate
Valid tax clearance certificate	Having been submitted valid tax clearance certificate issued by the tax authority (Domestic Suppliers Only)	Must meet requirement	Attach Valid tax clearance certificate

2.2 Technical Qualification, Competence, and Experience in the Procurement Object

As a proof of the technical and professional ability in supplying our requirement listed in our invitation for pre-qualification the tables below summarize the major relevant technical evaluation criteria to evaluate the suppliers.

S/N	Criteria	Description	Weight (%)	Document Submission
1	Technical & Quality Capability	The ability of the supplier to meet quality specifications consistently which include quality features ➤ The supplier shall submit evidence of dealer agreement or distribution authorization letter from at least one renowned manufacturer.(3) ➤ Product quality & compliance with specifications(3) ➤ Quality assurance certifications(2) ➤ Technical expertise and manufacturing	15	The supplier shall submit a dealer agreement/ distribution authorization letter document /quality certificates, quality and compliance, manufacturing sites ,Previous test reports and samples (if applicable)



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Criteria	Description	Weight (%)	Document Submission
	processes(3) ➤ Availability of test reports/certificates of analysis(4) ➤ Condition of delivered samples		
2 Delivery	The ability of a supplier to meet specified delivery schedules which include lead-time, on-time performance, fill rate, returns management, location, and transportation. ➤ The supplier shall provide commitment letter for delivery of required products within 3 working days up on award.	15	The supplier shall submit Commitment letter to deliver product within 3 days upon award
3 Performance history	Performance history of the supplier in the financial, economic, social, organizational, and sectoral area. ➤ The supplier shall submit evidence of at least 3 government's or public enterprise's contract in the past 2 years (2024 – 2025).related to products specified on the bid	10	The supplier shall submit a copy of contract document or evidence on the performance of the contract from the employer
4 Warranty and claim policies	The superiority of the specified written guarantee that promise to replace or return incompatible items if necessary within a specified period and also the claim policy as a formal request for coverage or compensation for a covered loss. ➤ The supplier shall provide commitment letter for providing 1 month guarantee for product supplied.	10	The supplier shall submit commitment letter for 1 month warranty of product supplied.
5 Availability capacity	The volume of construction materials that can be supplied by a supplier. ➤ The supplier shall submit its Inventory capacity and management/ stock movement and balance data/volume of sales/ for the last 2 years/2024-2025/	10	The supplier shall submit stock and balance document /Volume of sales/
6 Reputation and position in the business	A ranking and reputation in the business, or company, in terms of its sales volume relative to the sale volume of its competitors in the same business. ➤ The supplier shall provide its last three	10	The supplier shall submit its selling volume in the last three years



Criteria	Description	Weight (%)	Document Submission
	year's (2023 - 2025) sales' financial volume with supportive documents (Audit report).		
Supplier's profile	The superiority and reputability of the supplier's statues, past performance, finance, certificates, and references ➤ The supplier shall provide formal documents like its awarded certificates, reference or acknowledgment letter from its customers which ascertains its profile.	5	The supplier shall submit a copy of each document
8 Professionalism	The supplier's competence or skill expected of a professional. ➤ The supplier shall provide at least 2 staffs' professionalism document like educational background and work experience in construction material supply. (4) ➤ HSE policy and certifications Environmental compliance and sustainability practices(1)	5	The supplier shall provide the employees professional and experience document, HSE and environmental compliance certificates.
9 Credit Facility	Does the supplier have a credit policy? And to how much amount? ➤ The supplier shall announce with a written letter up to how much credit amount for how much days can provide to the buyer	20	The supplier shall submit a credit agreement letter

3. Financial Standing

Supplier has adequate financial resources to manage Contracts as established by our financial statements, audited by an independent auditor, submitted in this pre qualification . The following table contains our financial data. These data are based on our annual audited accounts. Figures in all columns have been provided on the same basis to allow a direct, year-on-year comparison.

FINANCIAL DATA	Historic Information for Previous Years				
	Year2	Year1	Last Year	Current Year	Average
A. Information from Balance Sheet					
1. Total Assets					
2. Total Liabilities					
1. Net Value(1-2)					
3. Current Assets					
4. Short-term debts					
II. Working Capital(3-4)					



B. Information from Income Statement

1. Total Revenue					
2. Profits before tax					
3. Losses					

Along with financial data we provided above we have attached the following documents as proof of our financial standing, as required in the EOI:

Attached documents comply with the following conditions:

- ✓ Documents reflect the financial situation of the Bidder or partner to a Joint Venture, and not sister or parent companies;
- ✓ Historic financial statements are audited by a certified accountant;
- ✓ Historic financial statements are complete, including all notes to the financial statements;
- ✓ Historic financial statements correspond to accounting periods already completed and audited.

Annual Turnover Data	
Year	Amount and Currency
Average Annual Turnover*	

Name: _____ In the capacity of: _____ Signed: _____
Duly authorized to sign the pre qualification for and on behalf of: _____
Dated on [] day of [], 2025

Document Attachments:

1. Renewed Trade license and/or commercial registration Certificate
2. VAT Registration Certificate
3. Valid tax clearance certificate
4. Valid professional license, if applicable
5. Original Manufactures Product Catalogue, if any
6. Dealer agreement documents
7. Bid award letters
8. Warranty Letter
9. Stock Balance letter
10. Last three years sells volume





11. Employees professionalism and experience documents
12. Credit agreement letter
13. Audited financial statements
14. Documents required as proof of the supplier's financial standing,
15. Certificates of award, reference, acknowledgment contracts provided by contracting parties
to the supplier successfully completed in the course of the past years.
16. Company Profile: Including full legal name, years in business, and overview of capabilities.
17. Contact Information: Official address, contact person, email, and phone number.
18. Proof of Certification: Copies of relevant quality certifications (if any).
19. Safety Record: Company safety policy and record
20. Proof of Insurance: Certificate of General Liability Insurance and other relevant coverage.



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