



## Ministry of Technology

Information and Communication Technology Agency of Sri Lanka

### REQUEST FOR EXPRESSIONS OF INTEREST (REOI)

**Assignment Title:** Procurement of a Consultancy Firm on Investment Promotion for IT-BPM industry in Sri Lanka

**Assignment No** : ICTA/GOSL/CON/QCBS/2021/08

Information and Communication Technology Agency (ICTA) of Sri Lanka is the apex ICT institution of the Government and has been mandated to take all necessary measures to implement the Government's Policy and Action Plan in relation to ICT.

In recent years, the Information and Communication Technology (ICT) sector has emerged as a key sector of the Sri Lankan economy and has widened its scope of services to include Information Technology and Business Process Management Services (IT-BPM) as a broader offering. The country's IT-BPM sector has a presence of over 500 companies across industry verticals. Indicative of the positive potential of the sector, IT-BPM exports have shown strong growth from USD 166mn in 2006 to over USD 1.2bn in 2020, employing a workforce of over 145,000. With over 90% value addition and high paying jobs, the sector has made a significant impact on the growth of the Sri Lankan Economy.

Recognizing the immense potential of the sector, ICTA in association with the industry stakeholders is keen to position Sri Lanka as a “go to” destination for global technology and Business Process Management services Multinational companies (MNCs) and Shared Service Centers (SSC's), and is keen to engage with them for facilitating sectoral investments into the country. The Asia Pacific, United States (USA), United Kingdom (UK), European Union (EU), Canada, Africa and Middle East regions would be the priority regions for the investor-reach out.

In this regard, ICTA is initiating an MNC Outreach Program for the Industry. The objective of this program is to help position Sri Lanka as a destination globally to maximize its potential in the IT-BPM sector. The Technology Industry Development program of ICTA in its primary role of being a catalyst of change in ensuring the future readiness of the technology ecosystem and in-line with its overall objectives to improve the competitiveness of the IT-BPM industry while creating IT-BPM related jobs across all sectors; spearheads this initiative for attracting investments from the global technology and business services MNCs and SSCs through suitable G2G or G2B investment promotion programmes.

To support this endeavor, ICTA now intends to appoint Consulting firm which will help to implement the MNC Outreach Programme for the Industry.

Ministry Consultant Procurement Committee (CPCM) on behalf of the ICTA, now invites eligible Consultancy Firms to express their interest for the Request for Expressions of Interest (REoIs). Responses must include requested information as specified in the “EoI Information Form” and “Terms of Reference”

The “Terms of Reference” and “EoI Information Form” are now available at ICTA and interested firms may download these documents from the website <https://www.icta.lk/procurement/>

The Consultancy firm will be selected in accordance with the procedures set out in the Government Guidelines: Selection and Employment of Consultants following Quality and Cost Based Selection (QCBS) method. All interested parties are informed that all documentations shall be in English Language.

Interested consultants may obtain further information from Director - Procurement of ICTA by contacting via Phone: +94 11 2369099, Fax: +94 11 2369091 and -email: [procurement@icta.lk](mailto:procurement@icta.lk).

Expressions of Interest including all requested information must be delivered no later than **15.00 hrs on 27<sup>th</sup> December, 2021** either: (i) electronically to; **[procurement@icta.lk](mailto:procurement@icta.lk)** or (ii) hand delivered (with a softcopy of the EOI in a CD) or (iii) by post (with a softcopy of the EOI in a CD) to the address; Director - Procurement, ICTA, 490, R. A. De Mel Mawatha, Colombo 03, Sri Lanka.

Envelope containing the EoI and subject field of e-mail should be marked “Procurement of a Consultancy Firm on Investment Promotion for IT-BPM industry of Sri Lanka, **ICTA/GOSL/CON/QCBS/2021/08**”

Chairman  
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28<sup>th</sup> November 2021