

Tender Briefing for Belt and Road

4 November 2025

1. Scope of Consultancy Services (Ref: Assignment Brief –3)

The study shall be split into 3 major parts to further enhance the effectiveness of the report:

Part 1:

**Qualification and
Entry Requirements**

Paragraph 3.1 (b) to 3.1 (d)

Part 2:

**Contractor
Sector**

Paragraph 3.1 (e) to 3.1 (h)

Part 3:

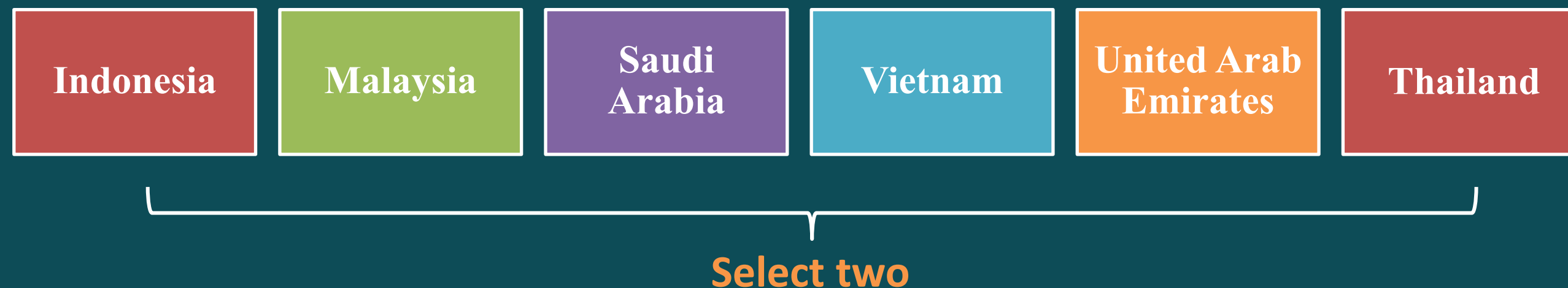
**Consulting
Sector**

Paragraph 3.1 (i) to 3.1 (p)

1. Scope of Consultancy Services (Ref: Assignment Brief –3)

Qualification and Entry Requirements - Paragraph 3.1 (b) to 3.1 (d)

3.1 (b) To conduct research infrastructure landscape in **SIX (6) Belt and Road countries**, focusing on current development levels, major upcoming projects, and key market trends. The study should highlight high potential sectors, identify relevant stakeholders and regulatory conditions, finance, taxation, tendering requirements and assess potential risks. The findings will support Hong Kong enterprises in identifying strategic opportunities and facilitating market entry for **TWO (2) of the most feasible countries**.



3.1 (c) The Contractor is required to **approach relevant government officials to obtain relevant information**. Support from Belt and Road Office and Hong Kong Trade and Development Centre may be requested in provision of contact points of B&R countries' governments.

3.1 (d) To conduct **research on the feasibility and missing criteria of Hong Kong enterprises and personnel to explore new business opportunities for the TWO (2) selected Belt & Road countries**. Interviews with **industry stakeholders to collect feedback on findings** shall be arranged and conducted by the Contractor while the Contractor finds necessary.

1. Scope of Consultancy Services (Ref: Assignment Brief –3)

Contractor Sector - Paragraph 3.1 (e) to 3.1 (h)

3.1 (e) To **identify Hong Kong Construction's key strengths** (such as MiC, MiMEP, Green Construction etc.) as well as **Mainland Construction's key strengths** to evaluate how these can be positioned in joint ventures to capture opportunities and foster integration between the markets.

3.1 (f) To evaluate **potential models of collaboration**, analyse the strategic, legal, operational considerations involved and practical approaches to facilitate effective joint ventures **between Hong Kong and Mainland enterprises** for pursuing opportunities in the TWO (2) selected Belt & Road countries and other new opportunities that arise due to the joint venture.

3.1 (g) To **develop strategy to promote Hong Kong's key advantages** and high productivity construction techniques for increase successful participation in infrastructure projects for the TWO (2) selected Belt & Road countries.

3.1 (h) To **formulate initiatives and recommendations and steps** to assist Hong Kong enterprises, Hong Kong and Mainland joint venture enterprises and Small and Medium Enterprises (SMEs) **to successfully partake in Belt & Road projects**, in particular the TWO (2) selected Belt & Road countries.



1. Scope of Consultancy Services (Ref: Assignment Brief –3)

Consulting Sector - Paragraph 3.1 (i) to 3.1 (p)

3.1 (i) To **identify qualification and entry requirements** for construction related projects covering a range of aspects including enterprises, personnel/professionals/workers etc., material/environmental requirements, regulations etc. for TWO (2) selected Belt & Road countries. The professionals' qualifications required should include the SIX (6) selected services and other services as see fit due to nature of market.



3.1 (j) To conduct **matching** of Hong Kong qualification requirements with the **TWO (2) selected Belt & Road countries**.

3.1 (k) To **evaluate potential models of collaboration**, analyse the strategic, legal, operational considerations involved and practical approaches to facilitate effective joint ventures between Hong Kong and Mainland enterprises for pursuing opportunities in the TWO (2) selected Belt & Road countries and other new opportunities that arise due to the joint venture.

3.1 (l) To **identify Hong Kong Construction's key strengths** (such as professional services, project management, and international standards etc.) as well as **Mainland Construction's key strengths** to evaluate how these can be positioned in joint ventures to capture opportunities and foster integration between the markets.

1. Scope of Consultancy Services (Ref: Assignment Brief –3)

Consulting Sector - Paragraph 3.1 (i) to 3.1 (p)

3.1 (m) To conduct **matching** of Hong Kong qualification requirements **with Mainland counterparts**.

3.1 (n) To **formulate initiatives and recommendations and steps** to assist Hong Kong enterprises, Hong Kong and Mainland joint venture enterprises and SMEs to successfully **partake in Belt & Road projects**, in particular the TWO (2) selected Belt & Road countries.

3.1 (o) To formulate initiatives and recommendations and steps to achieve **professional recognition arrangement** by the TWO (2) selected Belt & Road countries' governments and their prevailing policies relevant to the recognition of Hong Kong qualifications.

3.1 (p) To **identify the interface and connectivity** amongst the construction industry in Hong Kong, Mainland and Belt and Road countries and formulate initiatives and recommendations and steps to achieve the **harmonisation of the qualification requirements** of Hong Kong, Mainland and the TWO (2) selected Belt and Road countries.



2. Deliverables (Ref: Assignment Brief – 5. Deliverables & 6. Brief Programme)

Task	Description of Deliverables	Deadline (from the Commencement of the Consultancy)
(1)	To submit a Detailed Work Programme as specified in paragraph 5.2.	Within TWO (2) weeks
(2)	To submit an Inception Report as specified in paragraph 5.3.	Within ONE (1) month
(3)	To submit a Part One Report as specified in paragraph 5.4.	Within TWO (2) months
(4)	To submit a Part Two Report as specified in paragraph 5.5.	Within FOUR (4) months
(5)	To submit a Part Three Report as specified in paragraph 5.6.	Within SIX (6) months
(6)	To conduct Stakeholder Engagement Sessions as specified in paragraph 5.7.	Within SEVEN (7) months
(7)	To provide a Summary Report of the Stakeholder Engagement Sessionss.	Within TWO (2) weeks upon completion of the session.
(8)	To submit a Final Report as specified in paragraph 5.8.	Within EIGHT (8) months
(9)	To approve the Final Report as specified in paragraph 5.8.	Within NINE (9) months

3. Contractor's Office and Staffing Requirements

Assignment Brief – 8. Contractor's Office and Staffing (Page 50-51)

8.1 The Contractor shall maintain for the duration of this Consultancy an office in Hong Kong under the control of a **Project Director with at least TWENTY (20) years** of management experience in consultancy projects of similar scale relevant to the subject matter of the Consultancy (the "Project Director").

8.2 The composition of the consultancy team shall also include at least the following team members:

- (a) **Project Manager** shall have at least **FIFTEEN (15) years** of experience in managing consultancy projects of similar scale to this Consultancy with the CIC's acceptance and shall possess knowledge, skill and experiences applicable to the Hong Kong construction industry in the following areas (the "Project Manager"):
 - (i) Construction qualification types and requirements; and
 - (ii) extensive connection and network in the local and Belt & Road construction industry.
- (b) **Technical Staff** shall have at least **SEVEN (7) years** of experience in Belt & Road projects to the CIC's acceptance ("Technical Staff").

8.3 The Consultancy team as a whole, and each individual (except administrative support staff) within the team shall have the experience of conducting projects of similar nature and scope of those required in this Consultancy.

8.4 **The Contractor and its Consultancy team must have related experience and/or overseas offices located in the Middle East and Southeast Asia.**

4. Deadline & Technical Evaluation

A **Deadline: 12:00 noon on 19 November 2025** (Ref: Conditions of Tender - 4.7)

B **Technical assessment marking scheme** (Ref: Conditions of Tender - Appendix E, Table 1)

Assessment Criteria	Assessed Marks (%)	Maximum Marks (%)
Assessment will be based on the following criteria:-		
1. Tenderer's Track Record & Project Reference (20%)		20%
2. Composition of the Proposed Project Team The following sub-criteria shall be considered: (a) Organisation of Proposed Project Team (10%) (b) Qualification, Experience and Capability of Proposed Project Team (20%) *The Contractor and its Consultancy team must have related experience and/or overseas offices located in the Middle East and Southeast Asia to be considered (Assignment Brief Paragraph 8.4).		30%
3. Overall Approach Approach to fulfilling the Scope of the Consultancy and requirements in this assignment brief: (a) Detailed timeline and work programme to carry out and complete all the tasks described in this Assignment Brief (5%) (b) Proposal on methodology, data collection and analysis for the purpose of this Consultancy (25%) (c) Identification of considerations and limitations for this Consultancy (10%)		40%
4. Tenderer's Performance in CIC's Past Projects (10%)		10%
Total:		100%