



ITALIAN TRADE AGENCY

Nairobi Office

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10/06/2026
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To the Economic Operator

Consultation of economic operators aimed at direct assignment pursuant to art. 7 paragraph 2 letter a) of Ministerial Decree 192/2017 as amended by Decree of 17 January 2024, no. 32 of the

"Integrated service, including market research in Kenya and Tanzania on natural stones and their potential through the use of cutting-edge Italian technology."

- CIG: (TBC)

The Italian Trade Agency Nairobi intends to commission an Integrated Service to conduct market research in Kenya and Tanzania on natural stones and their potential using cutting-edge Italian technology. This process will be carried out via a market survey for a direct contract award, pursuant to Art. 7, paragraph 2, letter a) of Ministerial Decree 192/2017, as amended by Decree No. 32 of January 17, 2024.

The specific services and scope of work required for this assignment are detailed in this letter.

The project will be coordinated by the ITA Office in Nairobi, which will award the contract to a specialized company with proven international recognition and operational capacity in foreign markets.

The objective of the initiative is to evaluate the potential of local resources, using laboratory and other simulations to test material characteristics and assess their commercial viability in international markets.

Context and Premises:

Kenya and Tanzania possess significant deposits of ornamental rocks and construction stone materials that remain largely unexplored and underutilized. Both countries lack the advanced technologies, specialized equipment and good environmental practices necessary to develop the sector in a full and sustainable manner — areas in which Italian know-how can play a significant role. The development of the extractive industry and the processing of stone materials is a growing priority for both governments, within the framework of broader national strategies for the enhancement of mineral resources.

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Certificate N. 38152/19/S
ISO 9001 / UNI EN ISO 9001:2015

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Structure and Objectives of the Project:

Phase One: Creation of a database of local counterparts, stakeholders, public and private entities with which to build an extraction resource map and prepare the program of visits, interviews and meetings at production sites in the two identified countries.

Phase Two: Field visits to quarries and extraction sites, conducted by Italian and local experts, for the selection and estimation of ornamental stones for industrial and commercial use. Collection of samples and shipment to Italy for treatment with innovative technologies, for the production of finished materials to be exhibited at the international Verona Marmomac fair, 22-25 September 2026.

Phase Three: Organization of technological seminars in both countries to present the results of Made in Italy applications and promote bilateral meetings with Italian companies. For Tanzania, the event will coincide with Minexpo (October 2026) where the materials processed in Italy will be presented; for Kenya, the date will be defined later.

Purpose of the service:

This notice concerns the provision of the service detailed below:

1. Geological Mapping of Resources

Identify and characterize the main deposits and types of ornamental stones and construction materials (granite, marble and other stone materials) in Kenya and Tanzania, through on-site visits and the involvement of local counterparts, including the estimation of deposit volumes and their commercial profitability.

Also identify and map deposits of Critical Raw Materials (CRM) and rare earths present in Kenya and Tanzania and produce a dedicated report on their commercial and industrial potential.


2. Stakeholder Mapping and Partnership Assessment

Identify the main public and private stakeholders, including quarry owners, processors, investors, associations, competent ministries, universities and research bodies, with a dedicated list produced for each country.

3. Collection and Processing of Samples

Define the operational plan for the collection, preparation and shipment of representative samples to Italy for the application of advanced Italian surface treatment technologies, including cutting, finishing and production of commercial prototypes of stone materials.

Creation of the first collection of stone samples (*marmoteca*) from Kenya and Tanzania treated with Made in Italy technology.



Once the different samples have been selected, it will be the responsibility of the contractor to organize a collection point for the shipment of the material to Italy. The costs of shipment to Italy will be borne by the Italian Trade agency, while the return shipment to Kenya and Tanzania of the processed products will be borne by the contractor.

4. Organization of Exhibition and Seminar at Marmomac 2026

Provide contributions for the design, layout and realization of the exhibition of African stones at Marmomac 2026.

Develop communication content and technical messages to promote the combination between local stone resources and Italian technologies.

Curate the research presentation Seminar, involving Italian and international operators.

Delivery of the research in Italian and in English, separately for the two countries, Kenya and Tanzania.

5. Research Delivery

All expected results must be provided in both English and Italian in editable format (Word, PowerPoint, Excel). The final report and all related materials will become the exclusive property of the Nairobi Office of the Italian Trade Agency, which will hold the copyright and may use the content in any format, including print, digital and online.

6. Seminars abroad

For Tanzania during Minexpo 28th – 30th October 2026, Dar es Salaam, and for the one to be scheduled in Kenya, ITA will cover all organizational costs including the mission of the experts who conducted the research. The on-site supply of materials processed with Italian technology remains the responsibility of the contractor.

7. Summary Cost Table

Cost estimates must be all-inclusive and consistent with the total amount indicated in this notice. The following table must be completed and submitted as part of the economic offer:

	Kenya	Tanzania
Processing of the research and professional fees		
Transport of experts to and from Italy, board and lodging in the two countries		
Logistics and consolidation of outbound stone sample shipments to Italy (shipping costs borne by ITA)		
Processing and finishing of stones in Italy		
Return shipment of finished samples/prototypes to Kenya and Tanzania (borne by the contractor)		
Exhibition space and presentation seminar at Marmomac 2026		
Other costs (to be specified)		
Total (€):		
Grand Total (€):		

Selection Criteria:

The evaluation will take into account the following elements to be submitted together with the offer:

Proven experience in feasibility studies and market research in the mining, ornamental stone or construction materials sectors

Knowledge of the Italian stone sector and technologies and/or previous collaborations with Italian stakeholders in the sector

Documented experience in Kenya, Tanzania, East Africa or comparable emerging markets

Familiarity with geological institutions, regulatory frameworks and environmental aspects related to extraction and processing

Quality and clarity of the proposed methodology and work plan

Composition, qualifications and experience of the proposed team

Quality of previous similar studies (documented with 2–3 samples or executive summaries)

The technical proposal must be accompanied by a detailed company profile, CVs of the main experts and everything that can support the professional level of the team.

Once the above criteria have been verified, the service will be **evaluated on the basis of the lowest price.**

Budget and Timeline:

The maximum amount envisaged for this all-inclusive service described above is € 55,000 (fifty-five thousand euros) + VAT if due. The economic offer must be all-inclusive, covering professional fees, travel and accommodation expenses for on-site research activities in Kenya and Tanzania (minimum 5 total days of field work for each country) and all other costs necessary for the full execution of the assignment, including the processing of stones in Italy, the exhibition space and the presentation of research results at Marmomac 2026, 22–25 September.

For visits in the two countries, the experts will be supported by ITA Nairobi staff and/or the ITA Desk in Dar es Salaam, who will take care of local transport for the necessary days. Activities in the two countries must be concluded in time to support the preparation of Marmomac 2026 and Minexpo Dar es Salaam October 2026. Participants in this notice must propose a realistic timeline with milestones and delivery dates for the requested services.

The company will be selected on the basis of the lowest price, once the minimum qualitative and technical requirements have been satisfied and verified. The administrative

reporting must be submitted before December 5, 2026, in order to carry out the accounting procedures by the end of the year.

Application Procedure:

Considering the above, your company is invited to send to the e-mail address nairobi@ice.it no later than **23:59 hours on 25/06/2026**, the documentation listed below, signed by the legal representative of the economic operator/ with digital signature or signed with handwritten signature attaching a valid identity document of the signatory:

1. Cost (*table template included above*)
2. Notice letter signed for acceptance of the conditions and requests on all pages
3. Economic offer on company letterhead, completed in detail and signed.
4. Complete documentation attesting to the professional capacity and experience required as stated in the "**selection criteria**" section
5. CVs of the professionals involved

TRACEABILITY OF FINANCIAL FLOWS

Payment of the amounts due to the contractor will be made by traceable means exclusively to the dedicated bank current account. To this end, the successful tenderer will be required to complete the relevant substitute declaration of affidavit, the template of which will be forwarded together with the contract document. In this regard, please note that this procedure is identified by the following C.I.G. code: **(TBC)** which must be indicated in the payment reference.

CODE OF CONDUCT FOR COLLABORATORS AND/OR EMPLOYEES OF THE CONTRACTING COMPANY

The economic operator also undertakes, in the execution of the assignment, to comply with the Code of Conduct adopted by ITA Agency, pursuant to the provisions of Presidential Decree 62/2013, approved by the Board of Directors with Resolution no. 619/23 of 27/01/2023.

The Code of Conduct of ITA Agency is available on the website www.ice.it – section "Amministrazione Trasparente" (Transparent Administration) - "Disposizioni generali" (General provisions) - "Atti generali" (General acts). Violation of the obligations set out in the code will entitle ITA Agency to terminate the contract, should such violation be deemed serious.

RESOLUTION OF DISPUTES

All disputes arising from the contract are referred to the jurisdiction of the Judicial Authority of the Court of Rome, with arbitration jurisdiction being excluded

PROCESSING OF PERSONAL DATA FOR THE PURPOSES OF THIS PROCEDURE

Your company is invited to read the Information Notice on the processing of its personal data pursuant to Regulation (EU) 2016/679 ("GDPR"), available on the institutional website of ITA Agency at <https://www.ice.it/it/privacy>.

PROTECTION OF CONFIDENTIALITY AND RIGHT OF ACCESS

The tenderer undertakes to maintain the utmost confidentiality on all information, data, documents and materials, however acquired or processed during participation in this procedure and, in the event of award, during the execution of the contract.

Such information must be used exclusively for purposes related to this procedure and may not be communicated or disclosed to third parties without the prior written consent of the contracting authority.

The confidentiality obligation remains in force even after the conclusion of the procedure or contract, for a minimum period of five (5) years, unless a different term is provided by applicable legislation.

The tenderer is responsible to the contracting authority for any breach of confidentiality obligations by itself or its personnel, consultants, subcontractors or parties otherwise involved in the execution of contractual activities.

Access to the documents of the procedure is ensured in digital mode by direct acquisition of the data and information entered in e-procurement platforms, in compliance with the provisions of Article 35 of the Public Contracts Code and the current provisions on the right of access to administrative documents, according to the procedures indicated in Article 36 of the same Code. The provisions of Law 7 August 1990, no. 241, on documentary access

remain in force in any case, where compatible, in the cases and within the limits not expressly governed by the Code.

APPOINTMENT OF THE SUPPLIER AS DATA PROCESSOR (ART. 28 EU REGULATION 2016/679)

The Contractor undertakes to operate in full compliance with the applicable provisions on the protection of personal data, providing adequate guarantees to implement appropriate technical and organizational measures so that the processing meets the requirements of EU Regulation no. 679/2016 and ensures protection of the rights of the data subject, also in light of local privacy legislation.

- Ensure that persons authorized to process data have received adequate training and are bound by a legal or contractual obligation of confidentiality (art. 28, par. 3, lett. b) and art. 32, par. 4 GDPR);
- Adopt appropriate technical and organizational measures to ensure a level of security appropriate to the risk, taking into account the nature, subject matter, context and purposes of the processing, as required by Article 32 GDPR. Such measures include, by way of example: access control, encryption, pseudonymization, secure backup management, access tracking and physical and logical protection of the systems used;
- Assist the Controller in fulfilling obligations relating to security, notification of personal data breaches (data breach), data protection impact assessment (DPIA) and prior consultation, in accordance with Articles 32, 33, 34, 35 and 36 GDPR; inform without undue delay and, in any case, within 24 hours, the Data Controller in the event of a personal data breach pursuant to Article 33, paragraph 2 GDPR;

REPORTING OF UNLAWFUL CONDUCT

ITA Agency undertakes to protect – in compliance with whistleblowing legislation – those who report violations of regulatory provisions that harm the public interest or the integrity of the Administration and of which they have become aware in the work context. Reports are managed through an IT application, which guarantees total confidentiality, accessible via the link to the "Whistleblowing" section on the Home Page of the institutional website of ITA Agency.

This notice will be published on the website of this contracting Agency for a period of 15 days, starting from the day following the date of publication. You are requested to prepare and send your complete technical and economic proposal no later than **25/06/2026 at 23:59 (EAT)**.

For further information, please contact our office via our official e-mail address (nairobi@ice.it) or at telephone number +254 111 053 250.

Giuseppe Manenti
Director, Italian Trade Agency,
Nairobi Office with competence for Kenya, Tanzania and Eritrea