

STRATEGIC FRAMEWORK

Project Viability & Timing Matrix

A Framework for Prioritising Infrastructure Opportunities

CASE STUDY · CONTRACTOR'S LENS

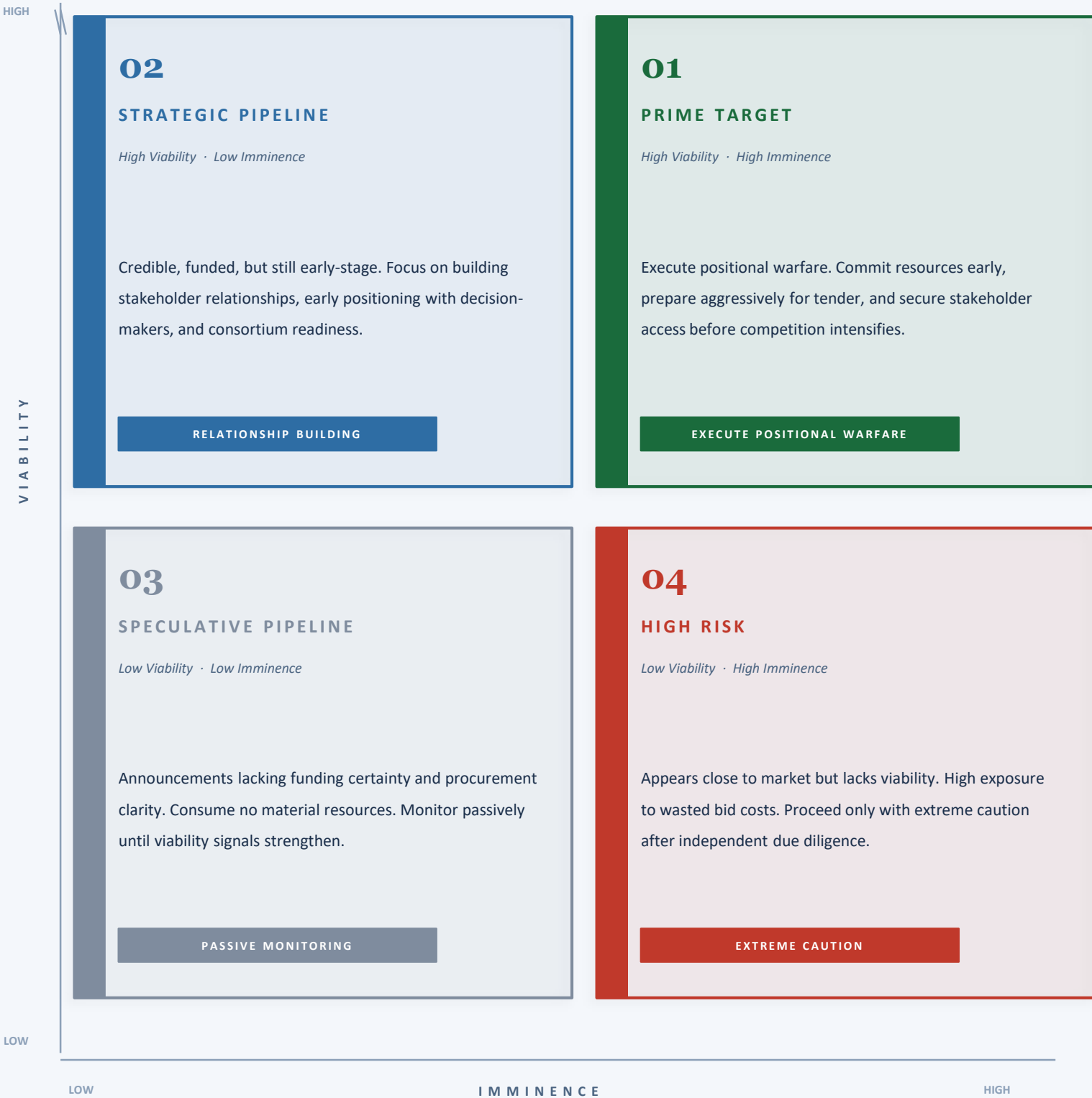
T4 Dual Carriageway; Construction Works

The TRACER EOI (8 May 2026) is a Phase 5 Feasibility Signal; not a works contract.

For Grade 1 Contractors: the starting pistol for a \$200M+ construction tender ~24–36 months out.

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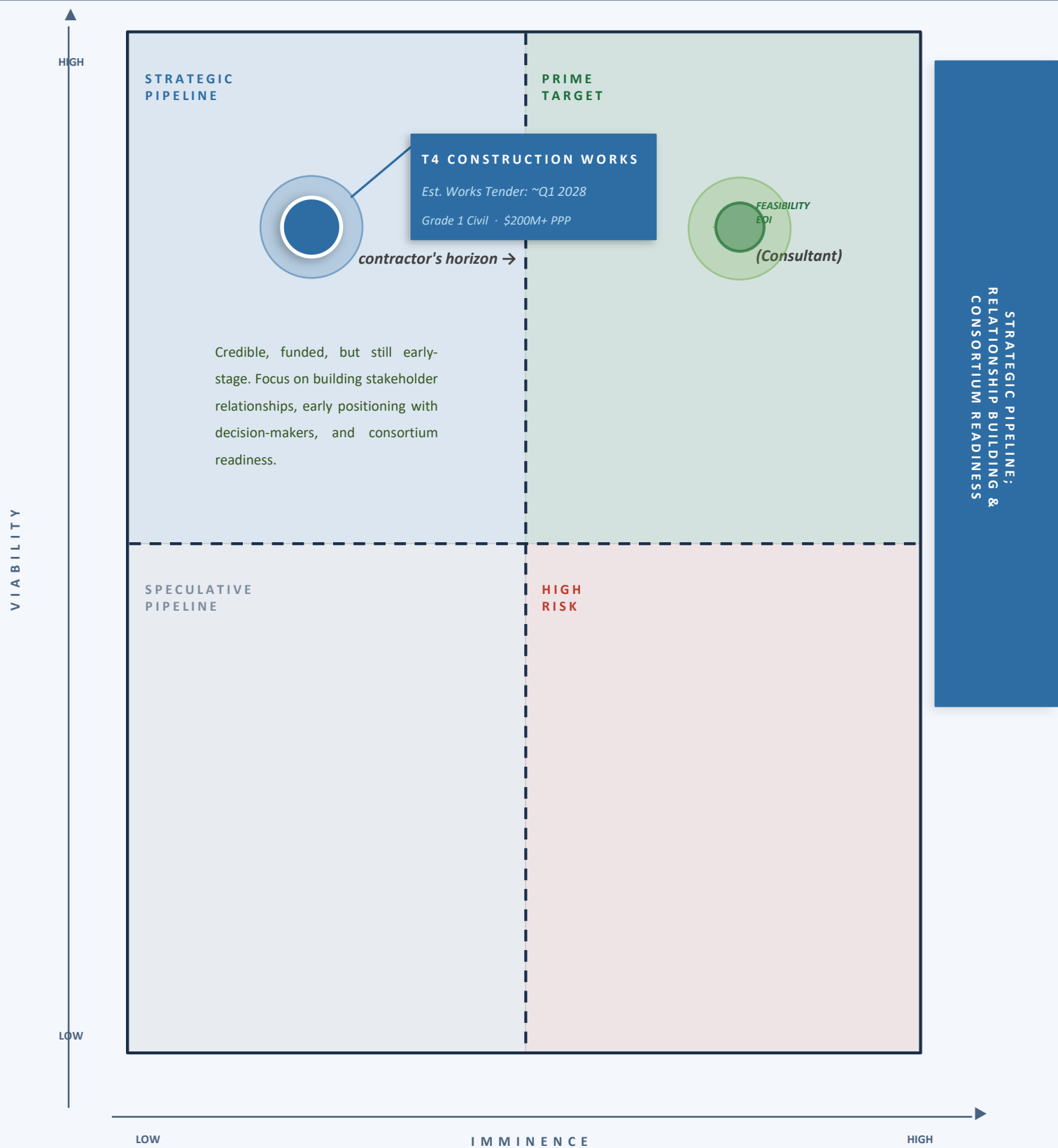
Not all infrastructure opportunities deserve equal attention. The matrix aligns effort with signal strength by scoring projects against two dimensions: how likely a project is to proceed, and how soon it will reach procurement.



KEY INSIGHT

Success comes from aligning bid effort with signal strength — not from pursuing every opportunity that appears.

TRACER: Contractor's Positioning Analysis



VIABILITY SCORE	IMMINENCE SCORE	EST. CONTRACT VALUE	WORKS TENDER EST.
8.5/10	3/10	\$200M+	~Q1 2028

T4 Construction Works: Strategic Playbook

CONTRACTOR VERDICT: STRATEGIC PIPELINE · EOI = Activation Signal. Construction Works ~24–36 months out. Act now on relationships.

THE SIGNAL: EOI INTELLIGENCE	CONTRACTOR'S 3-PHASE PLAYBOOK
SIGNAL TYPE Feasibility Study EOI PROJECT T4 Dual Carriageway PPP (45km, Lusaka–Chongwe) FUNDING CONFIRMED World Bank IDA Grant E2930 ZM (P180801) PROCURING ENTITY Road Development Agency (RDA) EOI DEADLINE 10:30 AM, 8 May 2026 (Consultants only) CONTRACTOR VIABILITY 8.5 / 10 ; IDA funding de-risks the works pipeline CONTRACTOR IMMINENCE 3 / 10 ; Est. Works Tender ~Q1 2028 (24–36 months) NCC GRADE REQUIRED Grade 1 Civil Works; Foreign firms must JV locally	PHASE 1 Now ; 30 Days Identify the Winning Consultant Monitor who wins this EOI (SMEC, AECOM, CPCS, GIBB etc.). The winner becomes Owner's Engineer and writes the works tender specs. Engage them early to shape methodology requirements. PHASE 2 Next 12 Months Formalise JV & NCC Compliance This is a Typology 1 project (>K55M). Grade 1 NCC only. Foreign firms must partner with a Zambian Grade 1 entity. Use this window to formalise a JV ; do not wait for the works tender. PHASE 3 ~Q4 2026 / Q1 2027 Monitor the Owner's Engineer Signal RDA will issue a separate tender for an Owner's Engineer (construction supervision). This is the 6–12 month warning before mobilisation. Treat it as the pre-works starting gun.

NEXT STEPS · Daka & Associates can support JV structuring, consultant engagement strategy, and pipeline monitoring.
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Contact Us →