



# REQUEST FOR EXPRESSIONS OF INTEREST

Namibia

## PROCURING THE SERVICES OF A CONSULTING FIRM TO DESIGN AND DELIVER A SERIES OF PPP TRAININGS FOCUSED ON SPECIALIZED THEMATIC AREAS IN THE PPP PROJECT STRUCTURING, ANALYSIS AND IMPLEMENTATION PROCESSES

### CONSULTING SERVICES

**Context:** The Ministry of Finance has received financing from the French Development Agency (AFD) to promote the emergence of public-private partnerships ("PPPs") in Namibia, and intends to use part of the funds for payments under the following project: procuring the services of a consulting firm to design and deliver a series of comprehensive PPP trainings focused on specialized /thematic areas in the PPP project structuring, analysis and implementation processes ("the Services").

**Services to be performed by the consulting firm:** The consulting firm is required to design, deliver and then report on a series of three training modules focusing on the preparation, structuring and implementation of PPP projects in Namibia, and dedicated to participants in charge of implementing PPP projects from the public sector and to a lesser extent, from the private sector. This includes:

- Design of a curriculum for 3 modules of advance PPP training, covering the following topics (this list being non-exhaustive):
  - Module 1: PPP project selection and feasibility analysis, value for Money, fiscal sustainability, legal and financial structuring, and understanding of financial analysis and financial models used for PPP projects;
  - Module 2: Implementing and managing PPP tendering and procurement;
  - Module 3: PPP contract management and performance monitoring.
- Drafting of model training materials;
- Research of relevant PPP case studies for the entire program;
- Delivery of each of these PPP training programs, including 3 day versions of each and dedicated to technical staff and managers; and
- Analysis and reporting on PPP training delivery and recommendations for future improvements.

**Duration and place of the Services:** These capacity building trainings are expected to last 3 days each, and to be spread over one year, starting in 2019. The trainings will be performed in Windhoek. Up to 105 participants have been identified to attend (35 per module).

**Eligibility:** eligibility criteria to AFD's financing are specified in sub-clause 1.3 of the "Procurement Guidelines for AFD-Financed Contracts in Foreign Countries", available online on AFD's website [www.afd.fr](http://www.afd.fr). The Ministry of Finance hereby invites consulting firms to show their

interest in delivering the Services as described above.

Interested consulting firms must provide information evidencing that they are qualified and experienced to perform those Services. For that purpose, documented evidence of recent and similar services shall be submitted. Determination of the similarity of the experiences will be based on:

- Similar contracts size (assignments)
- Experience on design and delivery of similar trainings on PPPs
  - Covering all phases of the PPP project cycle
  - Including case studies showing how PPPs are structured abroad
- Extensive experience working on PPP transactions, PPP feasibility analysis, financial analysis, PPP procurement, policy related matters of PPP's and infrastructure investments
- Experience of working in Sub-Saharan Africa and similar developing economies with a clear understanding of the local issues

If the consulting firm is a Joint Venture (JV), the Expression of Interest shall include a copy of the JV Agreement entered into by all members. Alternatively, a letter of intent to execute a JV Agreement in the event of a successful proposal shall be signed by all members and submitted with the Expression of Interest, together with a copy of the proposed Agreement.

The Expression of Interest shall also include a signed Statement of Integrity (Expression of Interest shall not be accepted without a signed Statement of Integrity). Please obtain a copy of the Statement of Integrity by contacting the below indicated office contact details, or downloaded it from MoF website at [www.mof.gov.na/ppp](http://www.mof.gov.na/ppp).

Among the submitted applications, the Ministry of Finance will shortlist a maximum of 6 consulting firms, to whom the Request for Proposals to carry out the Services shall be sent.

**Submissions to be titled:** "Expression of Interest: Consulting Assignment for Design to design and deliver a series of a comprehensive PPP trainings focused on specialized / thematic areas in the PPP project structuring, analysis and implementation processes." [Please note: EOIs must be under 60 pages in length; email submissions are encouraged; please transmit a single PDF file of under 5 MBs]

# REQUEST FOR EXPRESSIONS OF INTEREST

Namibia

## PROCURING THE SERVICES OF A CONSULTING FIRM FOR THE IDENTIFICATION OF CANDIDATE PUBLIC PRIVATE PARTNERSHIP PROJECTS IN NAMIBIA

### CONSULTING SERVICES

**Context:** The Ministry of Finance has received financing from the French Development Agency (AFD) to promote the emergence of public-private partnerships ("PPPs") in Namibia, and intends to use part of the funds for payments under the following project: procuring the services of a consulting firm to assist with the identification of candidate PPP projects and work closely with the members of the PPP Unit through a "learning by doing" approach ("the Services").

**Services to be performed by the consulting firm:** The consulting firm is required to engage with a number of public and private entities that are dealing with infrastructure projects, to identify potential PPP projects that can be developed in the coming five years and that will demonstrate the workability of PPP models in the country.

To do so, the consulting firm will perform a multi-criteria analysis of c. 40 PPP potential projects and undertake a general preliminary assessment of these projects, establishing the feasibility of implementing such projects on a PPP model. Through this preliminary assessment, the consulting firm will identify and prioritize a short list of c. 5 potentially achievable and bankable PPP projects. Identified PPP projects will receive special attention from the PPP Unit, who will work on their development and structuring over the coming five years.

The consulting firm will work closely with the PPP Unit through a "learning by doing" approach and will offer capacity building to the PPP Unit in terms of methodology followed during the preliminary assessment and criteria used to identify the priority PPP projects, especially when dealing with infrastructure projects.

**Duration and place of the Services:** This identification study and corresponding capacity building is expected to last ten months, starting in 2019. The Contractor will perform the identification from Windhoek.

**Eligibility:** eligibility criteria to AFD's financing are specified in sub-clause 1.3 of the "Procurement Guidelines for AFD-Financed Contracts in Foreign Countries", available online on AFD's website [www.afd.fr](http://www.afd.fr). The Ministry of Finance hereby invites consulting firms to show their interest in delivering the Services as described above.

Interested consulting firms must provide information evidencing that they are qualified and experienced to perform those Services. For that purpose, documented evidence of recent and similar services shall be submitted. Determination of the similarity of the experiences will be based on:

- Similar contracts size (assignments)
- Experience of similar assignments including:
  - PPP Project candidates identification
  - Preliminary assessment of their feasibility
- Extensive experience working on PPP transactions, feasibility analysis, financial analysis, PPP procurement, policy related matters of PPP's and infrastructure investments
- Experience of working in Sub-Saharan Africa and similar developing economies with a clear understanding of the local issues

If the consulting firm is a Joint Venture (JV), the Expression of Interest shall include a copy of the JV Agreement entered into by all members. Alternatively, a letter of intent to execute a JV Agreement in the event of a successful proposal shall be signed by all members and submitted with the Expression of Interest, together with a copy of the proposed Agreement.

The Expression of Interest shall also include a signed Statement of Integrity (Expression of Interest shall not be accepted without a signed Statement of Integrity). Please obtain a copy of the Statement of Integrity by contacting the below indicated office contact details, or download it from MoF website at [www.mof.gov.na/ppp](http://www.mof.gov.na/ppp).

Among the submitted applications, the Ministry of Finance will shortlist a maximum of 6 consulting firms, to whom the Request for Proposals to carry out the Services shall be sent.

**Submissions to be titled:** "Expression of Interest: Consulting Assignment to identify candidate PPP projects at the entities that are dealing with infrastructure projects in Namibia." [Please note: EOIs must be under 60 pages in length; email submissions are encouraged; please transmit a single PDF file of under 5 MBs]

Expressions of Interest must be submitted to the address below no later than 10:00 AM (Namibia local time) on 06 December 2018, to:

**The Deputy Director:**

Public Private Partnership – Ministry of Finance

Rauna Mukumangeni

8th Floor, Ministry of Finance Head Office, Moltke Street, Windhoek - Namibia

Telephone: +264 61 209 2083/2617

E-mail: [Rauna.Mukwambi@mof.gov.na](mailto:Rauna.Mukwambi@mof.gov.na) (copy to: [nashilongo.embumbulu@mof.gov.na](mailto:nashilongo.embumbulu@mof.gov.na) and [Johannes.Shipepe@mof.gov.na](mailto:Johannes.Shipepe@mof.gov.na))