



REPUBLIC OF KENYA
THE NATIONAL TREASURY

INFRASTRUCTURE FINANCE AND PUBLIC PRIVATE PARTNERSHIPS PROJECT

CONSULTANCY FOR THE PROVISION OF TRANSACTION
ADVISORY SERVICES FOR THE NAIROBI SOUTHERN BY-PASS
PPP PROJECT

REQUEST FOR EXPRESSIONS OF INTEREST
(CONSULTING SERVICES – FIRMS SELECTION)

Ref: IFPPP/KENHA/002/2013-14

Credit No. 51570 KE
Project ID No. P121019.

- This request for Expression of Interest follows the General Procurement Notice (GPN) for the Kenya IFPPP project that appeared in United Nation Development Business No. WB3876-07/13 of July 2013. The Government of Kenya (GoK) has received financing from the World Bank towards the cost of the Infrastructure Finance and Public Private Partnerships Project (IFPPP) whose overall development objective is to increase private investment in the Kenyan infrastructure market by improving the enabling environment to generate a pipeline of bankable PPP projects. It is intended that part of the proceeds of this credit be applied to eligible payments under the contracts for provision of Transaction Advisory services for the Operations, Management and toll collections for the Nairobi Southern By-Pass to be implemented for a period of twenty four (24) months with possible extension to 30 months.
- Objective**
The main objective of the consultancy is the provision of Transaction Advisory Role for a Public Private Partnership (PPP) tender to be awarded through competitive bidding under the PPP Act 2013, a 25 years concession agreement to a Project Company for the Maintenance and Operation (O&M) as well as Toll Collection on behalf of the Government of Kenya (GOK) for the Nairobi Southern By Pass PPP Project, and assumes that the required investments payback would be funded fully through periodic availability payment method or to a large extent from the proceeds of toll revenues and any associated Ancillary income related to the project.
The service provision is expected to cover the following Advisory areas:
 - Lead and Financial (Including Accounting, Insurance & Taxation)
 - Technical
 - Legal
- Scope of the Work**
The scope of work of the assignment will cover the following:
 - The **Legal Consultant** will undertake a due diligence of all legal and contractual issues associated with the Project and advise on risk allocation and selection of a suitable PPP arrangement, and draft all legal and contractual documents required for the proposed transaction.
 - The **Traffic and Engineering consultant** will provide all technical inputs required for preparing the PPP transaction. This includes data collection, surveys and diagnosis; studies; risk, value for money and economic analyses; assistance to the Lead and Transaction advisor, PPPU and KENHA for preparing the PPP transaction.
 - The **Lead and Financial Advisor** will lead the team and will be supported by the above Specialized Consultants (technical and legal) to be retained by the Firm/Consortium. The Lead and Financial Advisor will be required to develop at least the following steps related to the project and report to both PPP Unit and KENHA on the developments: Feasibility Study, Project Development and Information Memorandum, Prequalification Documentation, Short-listing, Invitation to Present Proposals ("IPP"), Tender Period, Tender Evaluation, Bidder Negotiations and Financial Closure.
- The Public Private Partnerships Unit (PPPU) (the Client), through its Project Implementation Unit (PIU), now invites **eligible consulting firms/consortia** to express their interest in providing this service. Interested consulting firms/consortia should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services. The shortlisting criteria are: a minimum of seven (7) years' experience advising on PPPs especially in developing countries with at least two (2) financially closed O&M projects; experience and proven track record in facilities planning, roads infrastructure O&M projects in developing countries; strong experience in legal contracts related to O&M of infrastructure projects, contract and ancillary agreement drafting and negotiating in the roads sector and particular in PPP roads infrastructure projects.
- The attention of interested consulting firms/consortia is drawn to paragraph 1.9 of the World Bank's Guidelines: *Selection and Employment of Consultants* [under IBRD Loans and IDA Credits & Grants] by World Bank Borrowers published in *January 2011* ("Consultant Guidelines"), setting forth the World Bank's policy on conflict of interest.
- Consultants /consortia may associate with other firms in the form of a joint venture or a sub- consultancy to enhance their qualifications.
- The firm/ consortium will be selected in accordance with Quality and Cost Based Selection method set out in the Consultants Guidelines.
- Further information can be obtained at the address below during office hours i.e. 0900 to 1700 hrs.
- Complete **Expressions of Interest** documents in plain sealed envelopes with consultancy **reference and name clearly marked on top** should be delivered in person, sent by mail or by email to the address shown below or placed in the tender box at our offices on the 7th floor, Anniversary Towers, North Tower.

Postal Address:

Project Implementation Unit
Attention: Procurement Specialist
P.O Box 30007 –00100
Nairobi, Kenya.

Telephone No.: +254-20-2210271/4

Physical Address:

Project Implementation Unit
Attention: Procurement Specialist
7th Floor, Anniversary Towers, North Tower.
Building No.19 Monrovia Street/University Way
Nairobi, Kenya.

E-mail: info@flstap.go.ke

- Deadline for submission of Expressions of Interest is 22nd August 2013 at 1600 hours Kenyan local time.**

DIRECTOR, PUBLIC PRIVATE PARTNERSHIPS UNIT
FOR: FINANCIAL SECRETARY