



REPUBLIC OF KENYA

## THE NATIONAL TREASURY

### INFRASTRUCTURE FINANCE AND PUBLIC PRIVATE PARTNERSHIPS PROJECT

### CONSULTANCY TO UNDERTAKE A PPP FEASIBILITY STUDY FOR THE DEVELOPMENT, OPERATION & MAINTENANCE OF A 300-BED PRIVATE HOSPITAL

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

IFPPP/KNH/34/2016-17

**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.

#### 1. Background

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 to Undertake a PPP Feasibility Study for the Development, Operation & Maintenance of a 300-Bed Private Hospital, for the Kenyatta National Hospital over a period of nine (9) calendar months.

#### 2. Objective

Prepare a feasibility study consistent with the PPP Act (2013) to a standard that will enable the Contracting Authority (CA) establish the project feasibility and its optimal technical and operational configuration, as well as the optimum method of procurement, taking into account commercial attractiveness, bankability, affordability, Value for Money and recommend the best PPP model for the procurement of the Project based on an analysis of several alternative technical/project configuration and PPP models, advise the CA on the optimum risk allocation and the resultant contract structure of the Project.

#### 3. Scope of the Work

The assignment shall be conducted by a team of eligible consulting firms/consortium and will cover but not be limited to the following scope of work;

- a) The **Consultant** will provide all needed support, inputs, documentation, services and content for the **Project**, involving the following key stages:
  - i. Completion of the feasibility study including assessing both technical/project configuration and PPP options, technical due diligence of the selected technical option(s), demand/market projections, social safeguards considerations including environmental concerns, financial and economic analysis, modeling, stakeholder analysis, value for money and public sector comparator analysis, affordability and fiscal impact assessment and overall transaction structuring;
  - ii. Project marketing, including road show presentations/market sounding as recommended;
  - iii. PPP procurement strategy recommendation including the use of a Competitive Dialogue process or not, preparation of RfQ and RfP evaluation criteria, etc., as well as the necessary transaction documentation;

- iv. Support the CA with preparation of necessary documentation to support the PPP Committee approval of the feasibility report.
- b) Design of a detailed PPP Implementation Plan, based on the findings of the feasibility analysis.
- c) Advise on the institutional and organizational framework and capacity building requirements for PPP transaction implementation and subsequent PPP contract management.

4. The National Treasury (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 comprising of firms specialized in Financial, Technical, Legal, Environmental & Social Advisory areas, should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services and shall be expected to specifically identify a **Lead Transaction Advisor** from amongst them. The shortlisting criteria will include skills and experience in Feasibility studies of hospitals; Financial advisory, analysis and modeling experience, with relevant health infrastructure sector PPP and project finance experience through to financial close; Economic Analysis; PPP procurement and structuring; Kenyan commercial and contract law; Relevant international and regional experience in the legal frameworks for PPP and in the drafting and negotiating of PPP agreements; Experience with hospital design, operations, procurement and implementation; Health sector economics and regulation and knowledge of the region or similar jurisdictions.

- 5. 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* and revised in *July 2014* ("Consultant Guidelines"), setting forth the World Bank's policy on conflict of interest.
- 6. Individual Consultants within consortia may associate with other firms in the form of a joint venture or a sub-consultancy to enhance their qualifications.
- 7. The firm/ consortium will be selected in accordance with Quality and Cost Based Selection method set out in the Consultants Guidelines.
- 8. Further information can be obtained at the address below during office hours i.e. 0900 to 1700 hrs.
- 9. 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 7<sup>th</sup> 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  
7<sup>th</sup> Floor, Anniversary Towers, North Tower.  
Building No.19 Monrovia Street/University Way  
Nairobi, Kenya.

E-mail: [procurement.ifppp@piu.go.ke](mailto:procurement.ifppp@piu.go.ke); [info.ifppp@piu.go.ke](mailto:info.ifppp@piu.go.ke);  
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**Deadline for submission of Expressions of Interest has been revised to Tuesday 13<sup>th</sup> December 2016 at 1600 hours Kenyan local time.**

**DIRECTOR, PUBLIC PRIVATE PARTNERSHIPS UNIT**  
**FOR: PRINCIPAL SECRETARY**