



## REPUBLIC OF KENYA

### THE NATIONAL TREASURY

#### INFRASTRUCTURE FINANCE & PUBLIC PRIVATE PARTNERSHIPS PROJECT

#### CONSULTANCY TO ENGAGE A PPP FINANCIAL MODELLER TO PROVIDE TECHNICAL SUPPORT TO THE PPP UNIT IN KENYA

#### REQUEST FOR EXPRESSIONS OF INTEREST (INDIVIDUAL CONSULTANT)

Ref: IFPPP/PPPU/035/2016-17

**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.

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 the above Consultancy services for over a period of nine (9) months, renewable subject to performance.

#### 1. OBJECTIVE

The objective of the assignment is to provide:

- Requisite financial modelling expert advice to the PPP Unit on key commercial, financing, funding, risk allocation, tax and procurement (together “financial”) aspects of PPP project identification, preparation and implementation based on experience and knowledge of the market’s ability to provide finance and bear risks; and
- Financial modelling and project structuring capacity building of the PPP Unit, PPP Nodes and various other PPP bodies of the Contracting Authorities (CAs)

#### 2. SCOPE OF WORK

The Scope of Work in this assignment will include, but is not limited to, the tasks described below:

- a) Develop a financial model template for projects to be used by contracting authorities across various sectors and county governments including providing guidance notes
- b) Provide guidance on the preparation of PPP Project Proposals to the standard of a pre-feasibility analysis.
- c) Support Contracting Authorities, at both the county and national government level, to understand the preparation process of the simplified pre-feasibility financial model
- d) Screen and appraise, from the financial point of view, PPP project proposals submitted to the PPP Unit.
- e) Assist with the recruitment of Transaction Advisors (TA), including, as required, preparation of ToRs, RFQs and RFPs and advice on bid evaluation and TA selection
- f) Assist in the review of Feasibility Study reports submitted to the PPP Unit by contracting authorities and/or Transaction Advisors, and in particular, interrogate PPP financial models and reports.
- g) Provide support to CAs during the process of selecting a private party(ies).
- h) For active PPP projects, develop practical model review techniques for contract management and performance monitoring.

- i) Undertake regular research and gap analysis to ensure continuous performance improvement and development of best practices for spread-sheet modelling
  - j) Provide advice on the PPP capacity building requirements of the PPP Unit and CAs
  - k) Provide expert financial model assessment input into all aspects of the Unit's PPP activities, including consideration of available and emerging Project Finance principles
3. The National Treasury (the Client) through its Project Implementation Unit (PIU) now invites **eligible individual consultants** to express their interest in providing the services. Interested **Consultants** should provide information demonstrating that they have the required qualifications and relevant experience to perform the services. Consultants should provide their most recent profiles showing their experience, qualifications, capabilities, references and details of past experience especially in the area of their expertise etc. The shortlisting criteria are: (a) University degree in finance/business/economics/accounting or any numerate-based qualification, with a post graduate qualification in a related field. Professional certification will be an added advantage. Certification in FAST (Flexible, Appropriate, Structured & Transparent) financial modelling will be an added advantage; (b) Minimum 7 years' demonstrated professional experience in project finance with a proven track record in financial modelling, evaluation, and risk quantification of PPP projects including PPP options analysis, VfM analysis, affordability and fiscal impact assessment; (c) Demonstrated knowledge in MS Excel spreadsheet-based financial modelling; (d) Familiarity and understanding of the PPP Legal & Regulatory framework in /markets similar to Kenya (e) Geographical extent of PPP experience – credit will be given to experience of working with successful PPP programmes, both internationally and in markets similar to Kenya's; and (f) Fluency in spoken and written English.
  4. The expression of interest is also open to interested firms who may wish to propose individual consultants. In such cases, only the experience and qualifications of the individuals proposed shall be taken into account in the selection process and not the firm's corporate experience.
  5. The attention of interested consultants 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. Interested **eligible individuals** may obtain further information at the address given below during office hours **between 0900 to 1700 hours**, Monday – Friday inclusive, exclusive of public holidays, before the deadline for the submission of Expressions of Interest.
  7. A Consultant will be selected in accordance with Selection of Individual Consultant method set out in the Consultants Guidelines.
  8. Complete **Expressions of Interest** documents to be submitted 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 21190-00100  
 Nairobi, Kenya.

**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.

Telephone No.: 254 - 20 - 2210271/4

E-mail: [procurement.ifppp@piu.go.ke](mailto:procurement.ifppp@piu.go.ke);  
[info.ifppp@piu.go.ke](mailto:info.ifppp@piu.go.ke); [info@pppunit.go.ke](mailto:info@pppunit.go.ke)

9. **Deadline for submission of Expressions of Interest is Thursday 23<sup>rd</sup> February 2017 at 1600 hours Kenyan local time.**

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