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## **REQUEST FOR EXPRESSION OF INTEREST (REOI)**

### **CONSULTANCY SERVICES – FIRMS SELECTION**

#### **CONSULTANCY SERVICES TO DEVELOP 10 PROJECTS INFORMATION MEMORANDUMS AND 10 PROJECTS INVESTMENT PROSPECTUS FOR SELECTED PIDA PROJECTS**

**PROCUREMENT NUMBER: 114/AUDA/PDCD/EI/CQS/2022**

#### **1. INTRODUCTION**

Under the distinguished leadership of His Excellency President Macky Sall of Senegal, Chairperson of the African Union, the Government of Senegal, and the African Union Development Agency (AUDA-NEPAD) are convening the Second Dakar Financing Summit for Africa's Infrastructure Development (DFS-2). The Summit is planned to take place in January 2023 in Dakar, Senegal. The overall event is scheduled to take place over two days.

The Dakar Summit aims to mobilize key stakeholders around the efforts of the African Union and AUDA-NEPAD to accelerate the implementation of priority regional infrastructure projects. Stakeholders include African Heads of State and Governments, Business executives, Development Finance Institutions (DFIs), Private Investors, Institutional Investors, and development partner institutions. By bringing together the highest decision-makers from the public and private sectors, the Summit will provide a space to find practical ways to improve project preparation and identify innovative financing structures involving public and private financing. At the end of the Summit, project owners and developers will better understand how to effectively design project preparation and thus reduce the time it takes to get PIDA projects to market. At the same time, potential financiers will have addressed the issue of obstacles to the financial viability of projects and will be in direct contact with project developers and regulators.

#### **2. OBJECTIVES**

The objective of this assignment is to develop 10 Projects Information Memorandums and 10 Projects Investment Prospectus for selected PIDA Projects to be showcased during the Second Dakar Financing Summit (DFS-2) in January 2023

#### **3. SCOPE OF THE ASSIGNMENT**

- a) Appraise PIDA projects in view to select the most suitable for PIMS and Investment Prospectus.
- b) Develop at least 10 Project Information Memoranda and 10 Project Investment Prospectus.
- c) Undertake market sounding and secure Commercial Interest/for at least 3 Projects.

#### **4. EXPECTED OUTPUTS:**

- a. Inception report with the implementation plan.
- b. 20 high potential projects identified for investor feedback.
- c. Final 20 market packaged PIMs and Investment Prospectus.
- d. PowerPoint Presentation and brochure for 20 projects that summarizes the project briefs

e. Commercial interest for 3 projects secured

5. The AUDA-NEPAD now invites eligible consulting firms (“Consultants”) to indicate 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.
6. Interested firms must provide information indicating that they are qualified and experienced to perform the services and should have the following:
  - a proven track record of preparing and financially and legally structuring large-scale, cross-border infrastructure projects across the sectors multimodal transport corridors (road, rail, ports) and energy projects (energy transmission and hydropower generation).
  - a proven track record of marketing infrastructure projects and securing commercial interest from investors.
  - working experience with different types of investors (banks, project developers, development partners, institutional investors, etc.).
  - experience in mobilizing finance for infrastructure projects using various instruments (e.g., grants, concessional & commercial loans, mezzanine debt, equity, infrastructure bonds etc.).
  - working experience with public African institutions, like the African Union Commission, the AUDA-NEPAD, or regional economic communities.
  - a good understanding of regional integration and PIDA, ideally also previous work experience around PIDA projects.
  - profound regional experience in Africa/Sub-Saharan Africa.

#### **6.1 Infrastructure Finance Expert (Team leader)**

- Education/training: At least a master’s degree in economics, finance, or related field.
- Language: Must be fluent and have functional business language in English, French is an asset.
- General professional experience: Minimum of 10 years working experience related to infrastructure financing, planning, and implementation.
- Specific professional experience: 8 years proven track record of financially packaging of large-scale, cross-border infrastructure projects and mobilizing funds for infrastructure projects.
- Leadership/management experience: 6 years’ experience in leading consultants’ teams in infrastructure assignments.
- Regional experience: 3 years of track record in preparing and negotiating infrastructure PPPs in Africa.
- Development Cooperation (DC) experience: Understanding of PIDA and AUDA-NEPAD’s mandate, ideally has working experience with pan-African institutions.

#### **6.2 Legal Infrastructure Expert (Expert 2)**

- Education/training: At least master’s degree in law, engineering, finance, or related field.
- Language: Must be fluent and have good business language in English, French is an asset.
- General professional experience: 5 years’ experience of working and/or consulting experience in infrastructure project planning, preparation, financing, and implementation.
- Specific professional experience: 3 years’ experience of financially and legally structuring large-scale, cross-border infrastructure projects in the sectors transport and energy.
- Leadership/management experience: 3 years’ experience having worked with similar assignments on infrastructure project market packaging to mobilize infrastructure financing.
- Regional experience: 2 years of proven experience in working with regional infrastructure projects in Africa.
- Development Cooperation (DC) experience Understanding of PIDA and AUDA-NEPAD’s mandate, ideally has working experience with pan-African institutions.

- Other experience: 2-3 years of experience in technical due diligence and advice on infrastructure project structuring and contracts.

### 6.3 Investment Officer/PPP Expert (Expert 3)

- **Education/training:** At least bachelor's degree in economics, finance, or related field.
- **Language:** Must be fluent and have good business language in English, French is an asset.
- **General professional experience:** 5 years' experience of working in financial institutions.
- **Specific professional experience:** 3 years proven track record of marketing large-scale infrastructure projects to investors.
- Financial analysis, PPP certified professional, and project finance experience through to financial close.

#### **Leadership/management experience :**

- Regional experience: 1 years of proven experience in working with regional infrastructure projects in Africa.
- Development Cooperation (DC) experience Understanding of PIDA and AUDA-NEPAD's mandate, ideally has working experience with pan-African institutions.
- **Other experience:** Proven ability to conduct high quality research (literature and interviews).

### **THE SHORTLISTING CRITERIA ARE:**

For evaluation of the expressions of interest, the following criteria will be applied:

- a) Experience of the firm [20 points]
- b) Brief technical Proposal (methodology & workplan) [30 points]
- c) Key Experts' qualifications and competence for the Assignment [40 Pts]
- d) Local participation among Key Experts [6 Pts]
- e) Firms Knowledge of the AU Region & Culture of the sector [4 Pts]

Passmark is 70 points and only the firm that obtains the highest points shall be invited to submit a combined technical and financial proposal.

### 7. Submission Requirements

Interested Firms are requested to submit the following documents for AUDA-NEPAD consideration:

- a. An Official signed Letter from an authorized official, expressing interest of the firm to participate in the Consultancy.
- b. Signed declaration of undertaking
- c. General profile and background of the firm which should elaborate the following:
  - i. Core Business of the firms
  - ii. Names of authorized representatives of the firms (Power of Attorney).
  - iii. In the cases of Consortiums/Partnerships/Associations shall be required to submit Joint venture Agreements/Joint Association letters stating the lead firm.
  - iv. Commercial Registration of the firms attaching Registrations certificates;
- d. Brief technical Proposal (methodology & workplan).
- e. Experience of the Firm in handling consultancy services of a similar nature; and
- f. CVs of Professional Key Staff with Suitable Qualifications and experience in the field of assignment.

**8. Reporting and Time Schedules:** The duration of assignment is expected to last maximum three (3) months. The Consultant will report directly to the Head of Economic Integration Programme.

9. Consultants may associate with other firms in the form of a joint venture or a sub-consultancy to enhance their qualifications. Firms from African Union Members States and/or joint ventures will have an added advantage.
10. A Consultant will be selected in accordance with the “Selection Based on Consultant’s Qualifications (CQS)” method set out in the AU Procurement Guidelines. **This is an Expression of Interest (EOI) only; submission of Financial Proposals is not applicable at this stage.**
11. AUDA-NEPAD reserves the right to verify any information provided by prospective entities/individuals and false information will lead to disqualification. The AUDA-NEPAD Agency reserves the right to cancel the procurement process without stating any reason.
12. Only Consulting Firms are eligible for this assignment if they fulfil the following eligibility criteria:
  - a) Have no conflict of interest in relationship to performance of this assignment;
  - b) Are not subject to, and not controlled by any entity or individual that is subject to, a temporary suspension or a debarment imposed by the World Bank or any other multilateral development bank and being listed on the website <http://www.worldbank.org/debarr> or respectively on the relevant list of any other multilateral development bank. Further, we are not ineligible under pursuant to a decision of the African Union Commission, United Nations Security Council along with any of their sub-consultants, subcontractors, suppliers, or service providers for any part of the contract;
  - c) Have not been convicted by a final judgement or a final administrative decision or subject to financial sanctions by the United Nations or Country for involvement in a criminal organisation, money laundering, terrorist-related offences, child labour or trafficking in human beings; this criterion of exclusion is also applicable to legal Persons, whose majority of shares are held or factually controlled by natural or legal Persons which themselves are subject to such convictions or sanctions;
  - d) Are not a shell company nor has their company been created specifically for this bid and are legally registered to operate a business under the Laws of their country; and
  - e) Are not being bankrupt, wound up or ceasing our activities, having their activities administered by courts, having entered receivership, reorganisation or being in any analogous situation.
  - f) Are not involved in corruption: offering, giving, receiving or soliciting, directly or indirectly, anything of value to influence improperly the actions of another party;
  - g) Comply with their national tax and social security laws.
13. Expressions of interest with supporting documents must be delivered in written form to the address below by email on or before **7 December 2022 (14:30hrs South African Time)**. All EOIs must be marked “**Consultancy Services to develop 10 Projects Information Memorandums and 10 Projects Investment Prospectus for selected PIDA Projects – Ref: 114/AUDA/PDCD/EI/CQS/2022**” in the subject line of the email.
14. EOIs can also be sent by email, addressed to the address below. Interested Consultants may also obtain further information at the address below during office hours (09:00 - 17:00 South Africa time):

**The Chairperson, Internal Procurement Committee (IPC)**  
African Union Development Agency (AUDA-NEPAD)  
230, 15th Road, P. O. Box 218 Midrand,  
1685 Johannesburg, South Africa  
Email: [procurement@nepad.org](mailto:procurement@nepad.org) ; and copy [bathom@nepad.org](mailto:bathom@nepad.org)

Attention of: Procurement Division

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