



KARACHI METROPOLITAN CORPORATION

Enterprise & Investment Promotion Department



REQUEST FOR QUALIFICATION

STRENGTHENING OF PPP NODE, KMC

With a view to attract local and foreign investors for PPP based projects, a PPP Node has been established in Enterprise & Investment Promotion Department, KMC. In this regard KMC wants to pre – qualify potential local and international firms / consortiums who have entrusted to provide transitional advisory services to strengthen the Node for preparation of feasibility studies and develop an organizational structure to facilitate investors for implementation of the projects under public – private partnership mode of financing. Besides, creation of Project Development Facility (PDF) in PPP Node to streamlines the funding under KMC for its ongoing Budget as revolving funds. The interested firms / consortia would need to demonstrate related experience and expertise to undertake the said assignments.

The brief scope of work includes:

- (i) Review principal, commercial, technical, financial, environmental, social impact and legal issues pertaining to PPP Node and recommend a strategy to effectively address the same.
- (ii) Prepare a preliminary financial model, with cash flow forecasts for various projects.
- (iii) Preparation of pre – feasibility reports.
- (iv) Help in building the organizational set up within the PPP Node. Besides, creation of a project development facility (PDF) to explore revolving funds under KMC budget.
- (v) Find out and identify the priority projects for KMC under PPP mode.
- (vi) Prepare an Information Memorandum (IM) for potential investors and market the transaction in regional and international market.
- (vii) Draft all transactions related documents such as Expression of Interest, Request for Proposals (RFP), Contract or Concession agreements along with all the requisite enclosures like Scope of Work, Performance Standards, Project Data Sheet, Financing Agreement and all other necessary drafts required for the projects.
- (viii) Vetting of documents technically / financially and legally.
- (ix) Assist PPP Node during the entire bidding process till financial closure including pre bid and post bid negotiations.
- (x) Develop communications strategy for the Stakeholders' Consultation and carry out stakeholder Consultant Campaign (SCC).

The request for pre-qualification documents (RFQ) may be downloaded from www.karachicity.gov.pk. Duly filled in qualification document must reach to E&IP, KMC Office not later than 12:00 p.m. on _____. Request for Proposal would only be issued to the pre – qualified firms / consortia.

Contact person and address:

Mr. Shafi Mohammed
Director, PPP node, 5th Floor,
East Annexe, Civic Centre, Karachi.

**Request for
Expression of Interest / Qualification
for Transaction Advisor for
Project Preparation and Tendering of
Various Development Projects under PPP Mode**



**Public Private Partnership Cell
Karachi Metropolitan Corporation**

April 2012



Karachi Metropolitan Corporation

1. Request for Short Listing / Qualification

Public Private Partnership (PPP) Node, Enterprise & Investment Promotion Department of Karachi Metropolitan Corporation (KMC) invites Expression of Interest / Qualification Documents for appointment of a firm/Joint Venture having Technical, Financial and Legal expertise to act as Transaction Advisor for Project Preparation and Tendering of various development projects under PPP mode, to be undertaken by the KMC.

The requisite information and Evaluation Criteria for short listing of JVs is attached herewith. Only short listed JVs would be issued a Request for Proposal (RFP) for submission of Detailed Technical and Financial Proposals.

Interested firms / Joint Ventures are required to provide requested information on the format prescribed by this invitation of the EOI.

Persons duly authorized by firms /JVs through written Power of Attorney, shall sign all pages of duly completed EOI / Qualification Documents.

Any documents / statements provided if found false, concocted or incorrect at any time during or after short listing will result in permanent disqualification and black listing of JVs with their names displayed on websites of relevant regulatory bodies.

Required information should be submitted in triplicate and must reach the office of the undersigned on or before _____ 2012 @ 1200 hours.

PPP Node, KMC reserves the right to accept or reject any or all EOIs / Qualification Documents subject to relevant Provisions of SPPRA Rules 2010.

Director PPP Node
Karachi Metropolitan Corporation

T: 021-
F: 021
Email:



2. **Objectives of Requested EOIs / RFQs**

Requested EOIs / RFQs would enable the PPP Unit, KMC to shortlist qualified and appropriately experienced Consulting Firms / JVs to submit their detailed Technical and Financial Proposals for acting as Transaction Advisors for Project Preparation and Tendering of various development projects under PPP mode, to be implemented by KMC.



3. Scope of Work

Detailed Scope of Work for the Transaction Advisors would be provided in the RFP. However, in brief, Transaction Advisor shall be expected to:

- i. Marketing to potential investors and giving detailed presentations to the relevant stakeholders
- ii. Bid Administration, covering preparation of all the documents from EOI to Concession Agreement
- iii. Monitor and Evaluate implementation and operations of the project.
- iv. Financial Closure in respect of the project(s) awarded
- v. Preparation of documents / Proposals and their Presentation to the Public Private Policy Board, GoS, for consideration and approval.

The Transaction Advisor is therefore expected to have Technical, Legal, Environmental, Financial and Project Management expertise to its team.



4. Evaluation Criteria

The Joint Ventures has secured 70% marks by each JV partner as per following Evaluation Criteria will qualify for issuance of the RFP.

4.1 Technical Consultants

Sr. No.	Description	Marks
1.	Local Experience - Buildings (Feasibility Studies, Engineering Designs, Tender Documentation etc. during Last 10 Years) Minimum Project Value Rs. 100 Million a. 04 Projects b. 5-8 Project c. 9 or more Projects	04 01 03 04
2.	International Experience - Buildings (Feasibility Studies, Engineering Designs, Tender Documentation etc. during the Last 10 Years) Minimum Project Value Rs. 300 Million a. 2 Projects b. 3-4 Project c. 5 or more Projects	08 02 05 08
3.	Local Experience - Road & Bridges (Feasibility Studies, Engineering Designs, Tender Documentation & Construction Supervision etc. during Last 10 Years) Minimum Project Value Rs. 400 Million a. 04 Projects b. 05-08 Project c. 09 or more Projects	04 01 03 04
4.	International Experience - Road & Bridges (Feasibility Studies, Engineering Designs, Tender Documentation & Construction Supervision etc. during the Last 10 Years)] Minimum Project Value Rs. 800 Million a. 01 Project b. 02-03 Project c. 04 or more Projects	08 02 05 08
5.	Experience - Transaction Advisory Projects (undertaken during the Last 05 Years) Minimum Project Value Rs. 800 Million a. 01 Project b. 02 or more Projects	10 04 10
6.	Qualified Personnel in Permanent Employment of the Firm	50
	a. 01 Project Manager is having Masters Degree in Civil Engineering and proven Project Management Skills with over 25 years of experience	06
	b. 01 Urban Planner having relevant Bachelors Degree with 30 years of experience out of which over 10 years of international experience	04
	c. 02 Architects having B. Arch Degree / National Diploma in Architecture with over 25 years of	04



Karachi Metropolitan Corporation

	relevant experience	
d.	01 Infrastructure Specialist having B.E. Degree in Civil Engineering with over 20 years of relevant experience and having at least 01 PPP project on his credit	05
e.	01 Transport Management Expert: Having Ph.D Degree in Civil Engineering with over 30 Years of relevant experience or Having A Masters Degree in Transport Management with over 20 years of relevant experience	05 04
f.	02 Road / Highway Design Engineers have M.S. Degree with over 20 years of relevant experience	04
g.	02 Structural Design Engineers have M.S. Degree with over 12 years of relevant experience	04
h.	01 Mechanical Design Engineer having M.S. Degree with over 20 years of relevant experience	03
i.	01 Electrical Design Engineer having BE Degree with over 30 years of relevant experience	03
j.	01 Contract Engineer having BE (Civil) Degree with over 30 years of experience	04
k.	02 Construction Supervision Specialists for Building Works having BE Degree (Civil Engineering) with over 30 years of construction management / supervision experience	04
l.	02 Construction Supervision Specialists for Infrastructure Works having BE Degree (Civil Engineering) with over 30 years of construction management / supervision experience	04
7.	Financial Worth of the Firm / JV (Average Annual Turnover during Last 05 Years)	06
	a. Less than 200 million PKR	01
	b. 201 Million to 300 Million PKR	02
	c. 301 Million to 400 Million PKR	04
	d. Over 400 Million PKR	06

4.2 Financial Consultants

Sr. No.	Description	Marks
1.	Experience - Transaction Advisory Projects (undertaken during the Last 05 Years)	10
	a. 01 Project	04
	b. 02 or more Projects	10
2.	Qualified Personnel in Permanent Employment of the Firm	20
a.	01 Chief Financial Expert having FCA Degree with over 30 years of relevant experience	10
b.	01 Economist having Masters Degree in Economics with over 30 years of relevant experience	06
c.	01 Financial Experts having FCA Degree with over 05 years of relevant experience	04



4.3 Legal Consultants

Sr. No.	Description	Marks
1.	Experience - Transaction Advisory Projects (undertaken during the Last 05 Years)	10
	a. 01 Project	04
	b. 02 or more Projects	10
2.	Qualified Personnel in Permanent Employment of the Firm	20
	01 Legal Expert having LLM Degree with over 30 years of relevant Practice	20



Karachi Metropolitan Corporation

Form 1: General Information about the Firm

Sr. #	Particulars	Details
1.	Name of Organization <i>(Indicate Legal Name)</i>	
2.	Operating Name of the Organization <i>(If different from Legal name)</i>	
3.	Country of Incorporation <i>(Attach Evidence)</i>	
4.	Ownership of Organization <i>[Attach Evidence (Registration Deed/Partnership Deed/Memorandum & Article of Association)]</i>	(Sole Proprietorship/Partnership/Private Limited Co. / Public Limited Co. / Public Listed Co.)
5.	Date of Establishment/Incorporation	
6.	Date of Commencement of Business	
7.	Address of Registered / Corporate Head Office	
8.	Telephone / Fax / Email Address of the Firm's Registered / Corporate Office	
9.	Firm's Web site	
10.	Branch Offices of the Firm including Telephone and Fax Numbers	
11.	List of Owners / Directors with Qualifications and Years of Experience	
12.	Key Contact Person(s)	
13.	List of Key Technical / Managerial Personnel	
14.	List of Staff on Pay Roll of the Firm	
15.	International Affiliations <i>(Attach List)</i>	
16.	Professional Membership <i>(Attach Evidence)</i>	

In case of JV above information should be provided for each JV Partner.



Karachi Metropolitan Corporation

Form 2: Key Contact Details

a. Name b. The designation / Title c. Address d. Telephone Number e. Fax Number f. Email Address	
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Form 3: Financial Information Summary

Particulars	Details	
Banking Details (Bank Name & Branch)		
Paid-up Capital		
Net Worth*		
Annual Turnover**	Year	Turnover
	2011	
	2010	
	2009	
	2008	
	2007	

* Based on 2011 audited financial statement

** Attach financial statements for last five years

Form 4: Local Experience Summary (Buildings) - Evaluation Criteria Sr. # 1

S. #	Name of Project	Project Cost (Mln PKR)	Start Date	Completion Date	Client Name	Brief Scope Achieved

Form 5: International Experience Summary (Buildings) - Evaluation Criteria Sr. # 2

S. #	Name of Project	Project Cost (Mln PKR)	Start Date	Completion Date	Client Name	Brief Scope Achieved

Form 6: Local Experience Summary (Roads/Bridges) Evaluation Criteria Sr. # 3

S. #	Name of Project	Project Cost (Mln PKR)	Start Date	Completion Date	Client Name	Brief Scope Achieved



Karachi Metropolitan Corporation

Form 7: International Experience Summary (Roads/Bridges) - Evaluation Criteria Sr. # 4

S. #	Name of Project	Project Cost (Mln PKR)	Start Date	Completion Date	Client Name	Brief Scope Achieved

Form 8: Transaction Advisory/Negotiation Services Experience Summary - Evaluation Criteria Sr. # 5

S. #	Project Name & Location	Project Description	Project Value (Mln PKR)	Role Performed / Being Performed	Sector Building/Infrastructure	Project Duration (Months)	Start Date	Completion Date	Client Name	Status (Completed/In hand)	Remarks

Form 9: CVs of Key Professional Staff - Evaluation Criteria Sr. # 6

Position :
 Name of Firm :
 Name of Staff :
 Date of Birth :
 Years with the Firm :
 Nationality :
 Membership in Professional Societies :
 Education :
 Employment Record :

Certification:

We, the undersigned certifies that to the best of our knowledge and belief, these bio-data correctly describe the employee, his qualification and his experience.

 Signature of Authorized Representative of the Firm

Date: _____
 Day / Month / Year