

Public-Private Partnerships Retainer Panel for Transaction Advisory Services

Department of Economic Affairs, Government of India
ADB Technical Assistance Project (TA Number: 7152-IND)
India: Preparing the Public-Private Partnerships Pilot Projects Initiative
(Co-financed by the Japan Special Fund)

Request for Expressions of Interest (EOI)

The Asian Development Bank (ADB) is supporting the Government of India (GOI) with a technical assistance (TA) to mainstream public-private partnerships (PPPs) across the country through the development of PPP pilot projects. The GOI has adopted a policy to facilitate private investment in infrastructure. Implementation of this policy will require a capacity to determine the suitability and feasibility of PPP transactions and to implement agreed transactions. This requires agencies concerned at central, state and municipal government levels having access to appropriate transaction advisory support for the implementation of PPP projects.

The TA, Preparing PPP Pilot Projects Initiative, thus supports the GOI in developing PPP projects including structuring and facilitating the bidding for the projects. These projects will serve as bankable and replicable PPP models with the ability to attract private sector and commercial financing. The focus infrastructure sectors include urban water and waste, transport, rural, health and education.

To develop the pilot projects under the TA, the ADB and the TA executing agency, the Department of Economic Affairs, GOI, will now pre-qualify and retain a panel of firms capable of providing Transaction Advisory Services under an Indefinite Delivery Contract (IDC). An IDC is a contract in which individual consultants, firms, or consortia of firms are pre-selected and retained for an indefinite period, up to three years, to provide advice on a specific activity, the extent and timing of which cannot be defined in advance. IDCs are most appropriate when: (i) the services are required urgently and a lengthy tendering process is impossible, and (ii) each Indefinite Delivery Contract Assignment (IDCA) is small, making an expensive selection process inefficient, although when added together, the overall amount of advice is substantial.

The Transaction Advisory Services are broad and require commercial PPP structuring, financial, technical, legal, environmental, and social safeguard expertise to provide support in PPP project structuring and bid process management. More specifically, this would include i) PPP rationale and economic analysis, ii) technical verification and output parameter definition, iii) institutional analysis, iv) financial modeling, v) social and environmental impact assessment, vi) development of PPP structures and options, vii) documentation and viii) bid process management.

Interested firms or consortia of firms are requested to submit an Expression of Interest (EOI) **using a standard template for consulting firms** downloadable from ADB website: (<http://www.adb.org/Consulting/toolkit-template.asp>) by 5.00 pm IST, 31 July 2009, either electronically and/or in paper copy to: The Country Director, Asian Development Bank, India Resident Mission (Re: TA No. 7152-IND), 4 San Martin Marg, Chanakyapuri, New Delhi 110 021, Tel: + 91 11 2410 7200, and copied to anoujmehta@adb.org and amalipio@adb.org. EOIs from firms/consortia will be evaluated for: a) experience in PPP structuring (25%); b) experience in infrastructure advisory (15%); c) relevant sector experience (15%); d) ability of consortium to tender advice on all identified aspects (15%); e) management size and experience (15%); f) size of PPP projects structured (10%); and g) domestic PPP experience (5%).