



FOR HIRING CONSULTING SERVICES FOR RENEWABLE ENERGY POWER
POLICY & PROJECTS IN SINDH

REQUEST FOR STATEMENT OF QUALIFICATIONS

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FOR HIRING CONSULTING SERVICES FOR INVESTMENTS IN RENEWABLE ENERGY PROJECTS IN SINDH

1. GENERAL

Sindh is blessed with considerable Renewable Energy Resources especially Wind and Solar and there are considerable opportunities for waste to power projects in the bigger cities like Karachi. Sindh has a most precious Wind Corridor, which as per estimates can generate electricity up to 50,000 MW and it has the potential of over 5.3 KWh/me per day with 3000 hours of sun shine a year on solar side. To tap these resources, the Government of Sindh is taking a lead role in the overall national interest for overcoming the current Energy Crisis. The Sindh Board of Investment (SBI), Investment Department, Government of Sindh accordingly plans to undertake few strategic investments in RE Sector for energy production and also to develop an in house capability for participating in the use of valuable renewable resources.

The SBI, Investment Department, Government of Sindh (GoS) is accordingly seeking services of a consulting firm/consortium in Pakistan for a range of services relating to renewable energy power including:

- (i) Technical assistance for preparation of feasibility(s) and providing transaction advisory services for investments in Renewable Energy Power Projects especially Wind, Solar and Waste to Power
- (ii) Legal Advisory services for legal advice, documentation relating to investments under different modes including Joint Venture. It includes preparation of Bidding, Concession & other contractual documentation

Sindh Board of Investment (SBI) invites SOQ for appointment of a Consulting Firm/Consortium possessing the required technical know- how and experience. EOI should comprise detailed profile of the consulting firm, sector related and project related experience, list and detail of comparable projects completed and / or in process including consultancy cost; details of technical manpower who can undertaking various components relating to the feasibility.

- (a) Interested firms/consortia are required to submit a Statement of Qualification (“SOQ”) in the form and manner set out herein to the GOS by June 6, 2012 (the “Due Date”).
- (b) Information provided in the SOQs will be used by the GOS exclusively to evaluate the suitability of the Consulting firm. Only such firms as are pre-qualified by the GOS after such evaluation may be issued Request for Proposal (“RFP”) (defined in Section 6 below) for the purposes of participating in the subsequent bidding for providing the Consulting Services.
- (c) Notwithstanding anything contained in this Request for Statement of Qualifications (“RSOQ”), receipt of the SOQ from the firms is not and should not be considered as a commitment by the GOS to engage any consulting firm.

2. PRE-QUALIFICATION

2.1 *Eligibility Requirements*

In order to be pre-qualified by the GOS, the firm/ consortium must fulfill the following eligibility requirements:

- A. Must have past experience of developing and executing RE projects. Experience in preparation of technical feasibilities, project structuring, financial modeling and Legal documentation for power projects including RE.
- B. Experience of having undertaken technical, financial and legal work relating to Wind Power Projects will be given preference.
- C. The Firm/Consortium must have the experience of preparation of Legal documents including but not limited to RFPs, concession agreements for Joint Venture RE projects.
- D. Past experience of working on preparation of project feasibilities and Financial modeling of establishment of such RE Power Projects

2.1(a) Selection Criteria

Sr. No	Description	Sub-Marks	Marks
1	Specific Experience		40
	<p>a) Experience for Preparation of feasibility of such projects:</p> <ul style="list-style-type: none"> • One to Two Projects : 03 Marks • Three to Five Projects: 05 Marks • More then Five Projects : 10 Marks 	10	
	<p>b) Experience of Providing legal services to Power sector project preferably in Renewable energy projects which broadly includes drafting of project related documents including Bidding documents and Preparation of Concession agreements (J.V & PPP mode)</p> <ul style="list-style-type: none"> • One to Two Projects : 05 Marks • Three to Five Projects: 10 Marks • More then Five Projects : 20 Marks 	20	
	<p>c) Experience of Developing/Executing Renewable Energy Projects (Preferably in wind)</p> <ul style="list-style-type: none"> • One Project : 05 Marks • Two Projects: 07 Marks • More then Two Projects : 10 Marks 	10	
2	Qualification		50
	<p>a) Renewable Energy Expert</p> <ul style="list-style-type: none"> • Two to Five Year Experience 07 Marks • Six to 10 Year Experience 10 Marks • More then 10 Year Experience 15 Marks 	15	
	<p>b) Legal Expert (Bar at Law): Expert in J.V/PPP mode documentation / Concession agreements</p> <ul style="list-style-type: none"> • Two to Five Year Experience 07 Marks • Six to 10 Year Experience 15 Marks • More then 10 Year Experience 20 Marks 	20	

	c) Financial Expert: PPP transaction structuring and Financial model expert.	15	
	<ul style="list-style-type: none"> • Two to Five Year Experience 07 Marks • Six to 10 Year Experience 10 Marks • More then 10 Year Experience 15 Marks 		
4	Financial Capability (Average annual turn over of the organization during last three year, duly certified)		10
	Rs. 10 Million to 15 Million	5	
	More then Rs. 15 Million	10	
	TOTAL		100
Minimum Qualifying Score 60 Marks			
Evaluation Criteria= QCBS Method			

2.2 Basis for Disqualification

The following may be reasons for disqualification of a Consulting firm by the GOS at any time/stage:

- (a) If the firm fails to submit the required support documentation along with the SOQ by the Due Date.
- (b) Misrepresentation, withholding or concealment of information in the SOQ by the firm.
- (c) If the firm fails to disclose or provide any additional information as may be required by the GOS.
- (d) If the GOS determines that the firm is prohibited from doing business with the GOS on grounds which may include but not limited to past track record, public policy or national interest.
- (e) If the GOS determines during evaluation that the firm (in its sole discretion) will be unable to satisfactorily provide the Consulting Services (including as a consequence of any conflict of interest).

2.3 Discretion of the GOS

Notwithstanding anything contained herein, the GOS may at its discretion reject any or all SOQs, temporarily halt the process or annul the same at any time/stage without assigning any reason or incurring any liability whatsoever.

3. MANDATORY CONTENTS OF SOQ

Each SOQ shall include the following sections:

- Methodology

- Capability and Experience
- Conflict of Interest

3.1 Methodology

GoS will seek the methodology from the shortlisted firms at the time of submission of RFP. This document will lay the scope of services and participating firm/consortium is required to submit its capability information together with brief overview of how the assignment will be undertaken.

3.2 Capability and Experience

This section of the SOQ shall include the following information of the firm/consortium:

- (a) Name of each employee working full time at the firm together with his/her academic qualification and years of experience.
- (b) Resume of at least three (3) persons who would be involved in provision of the Consulting Services together with their expertise and experience, demonstrating their capability to provide the Services (including relevant experience).
- (c) Profile of legal firm associated with the firm or Resume in case of legal advisor.
- (d) Identity of the partner who will be responsible for the Consulting Services (“Responsible Partner”). Given the nature of the assignment, the SBI, Investment Department would give preference to the Legal Firms having the Lead Role.

3.3 Conflict of Interest

This Conflict of Interest section shall include information regarding any conflict of interest that a firm has in representing GOS.

4. SUBMISSIONS OF SOQS

4.1 Timing, Number of Copies and Filing Requirements

A firm/consortium must submit an original three copies of its SOQs not later than 1400 hrs Pakistan Standard Time on or prior to the Due Date to the GOS at the following address:

Director Administration
Sindh Board of Investment
Block-B first Floor,
FTC Building Shakra-e-Faisal
Karachi Tel: 021-99207512-14

Each SOQ shall be in English. Faxed SOQs will not be accepted. SOQs bearing a postmark or courier dispatch receipt up to 1400 hrs Pakistan Standard Time on the Due Date will be accepted upon the package’s arrival.

4.2 Sealing and Marking of SOQs

In order to avoid the possibility of loss of the contents of an SOQ due to a rupture of the outer envelope containing an SOQ, each SOQ should be enclosed in a sealed envelope which itself should be encased in another envelope. Both the inner and outer envelope(s) must be marked with the full address as shown above.

4.3 Material Change

Each firm must report any material change in the information provided by it in its SOQ up to the Due Date. Any such material change that may be grounds for disqualification under Section 2.2 could lead to a disqualification of the firm.

4.4 Certification

The Responsible Partner must sign the SOQ, on behalf of the firm/consortium, to indicate consent evidencing their agreement to provide the Consulting Services.

The Responsible Partner submitting the SOQ on behalf of the firm shall certify the SOQ in the following form:

“I, the undersigned certify on behalf of [name of the firm] that to the best of my knowledge and belief, and upon diligent inquiry, all the information submitted in this Statement of Qualifications is true and accurate. I further confirm and understand that amongst other reasons any misrepresentation or concealment of facts will render [name of firm] disqualified for pre-qualification.

In certification of the statements above, I hereby sign this document on the ____ day of ____ 2012.

[Type written name, signature and position of the Responsible Partner.]”

5. REVIEW AND EVALUATION OF SOQS

5.1 Review and Evaluation

The experience, expertise and other capabilities of the firm/consortium to provide the Consulting Services will be reviewed and evaluated by the GOS, which in view of the aforementioned criteria shall determine whether the firm has the expertise and the capability to provide the Consulting Services.

5.2 Supplementary Information

Where the GOS deems it convenient or necessary, it may request supplementary information or documentation from a firm for determining eligibility for pre-qualification of such firm.

5.3 Intimation of Pre-qualification

Intimation of pre-qualification will be given in writing and delivered to pre-qualified firm/consortia by facsimile, mail and/or courier at their specified address.

5.4 Return of SOQ

The GOS shall be under no obligation to return any SOQ submitted by a firm/consortium or to reimburse a firm for the cost of preparing an SOQ or any other costs incidental thereto.

6. BIDDING

All pre-qualified firms/ consortia will be sent 'Request For Proposal' ("RFP"). If a pre-qualified firm bids for providing the Consulting Services, it shall be deemed to have no objection to the terms of the RFP.

7. SPECIAL PROVISIONS

7.1 *Discharge and Exemption*

Each firm/consortium that submits an SOQ exempts and discharges the GOS and its consultants, advisors and personnel completely and unconditionally from any responsibility or liability for the decisions that may be made with respect to its pre-qualification to participate in the bidding process for providing the Consulting Services.

7.2 *Confidentiality During Pre-Qualification*

By submitting its SOQ, each firm/consortium agrees to maintain the confidentiality of all information supplied to it in connection with the pre-qualification process and agrees to keep its own application confidential, whether or not it is among those pre-qualified by the GOS.

ANNEXURE A – SCOPE OF WORK

CONSULTANCY SERVICES FOR RENEWABLE ENERGY DEVELOPMENT PROGRAM

- a. Help Government of Sindh provide range of services related to Renewable Energy Projects, with focus on investment capability in RE Sector in province of Sindh.
- b. Facilitate SBI, Investment Department. Government of Sindh undertake three Projects/ Joint Venture(s) in RE especially Wind, Solar and Waste to Power Projects.
- c. The Assignment involves technical feasibility, financial modeling and legal assistance for these projects.
- d. Technical Assistance includes preparation of feasibilities for 3 RE Projects especially Wind, Solar and Waste to Power. This includes preparation of project structure, financial models including preparation of legal documents for establishment of selected RE Projects under different modes including Public Private Partnership.
- e. Assist SBI, Investment Department, Government of Sindh in adequate Risk calculation allocations in all the 3 RE Power Projects.
- f. On the legal side the Consulting Firm/Consortium is expected to facilitate the SBI, Investment Department, Government of Sindh in structuring, drafting, and finalization of Bidding and Legal documentation relating to projects in Renewable Energy Sector especially Wind, Solar and Waste to Power Projects. This broadly includes development of RFPs, Contract Negotiations and finalizing Concession Agreements.
- g. Legal assistance includes facilitation relating to tariff determination and Power Purchase Agreements in case of Solar and Waste to Power Projects