

**NOTE BEFORE READING FURTHER:**

1. *The following is a sample of the minimum criteria that will be utilized in the individual and comparative assessment of submitted proposals (solicited or unsolicited).*
2. *It has been developed strictly in the interest of utmost transparency on the part of KWSG. Transparency in decision making is a critical operational guideline and key value of both the KP3 and the KWSG, understanding that is in our best interest to uphold.*
3. *As is evident, the criteria and descriptions apply to a variety of consultants – general advisory on PPP to specific technical needs. It is not automatic that a bidding consultant with a broad spectrum of offering will automatically win the bid. If preferred, it will be stated. Therefore all applicants are encouraged to apply.*
4. *Each major assessment criteria carries a maximum score of 10 points. The ‘Others’ section is a bonus section wherein a maximum of 5 points may be added or deducted (in the case of significant mismatch) so as not to skew the overall results/comparison.*
5. *No aspect of the overall processes and criteria is permanent, and therefore all the content below is subject to change to reflect new operational environments and needs of the KWSG and/or people of Kwara State. All bidders will be made aware of material changes.*

**I. PROCESS OF ASSESSMENT & DECISION MAKING**

**Step 1. Review of Expression of Interest and/or other initial submissions/documentation.**

**Step 2. Initial due diligence** i.e. authenticity (CAC), search for existing legal and other challenges/disqualifiers, search for known and unknown affiliates.

**Step 3. Proposal Review by KP<sup>3</sup> Bureau** – fit with Bureau’s policy, capacity building needs, project execution needs;

**Step 4. Consultant Notified**

## II. GENERAL MINIMUM ASSESSMENT CRITERIA

### **WORK EXPERIENCE [10 PTS]**

- 1. Technical Expertise**
  - a. Knowledge of PPP
  - b. Personnel/Experts experience
- 2. Past & Current Experience**
  - a. Regional Projects
  - b. Comparative Scope & Complexity
- 3. Organizational Capacity**
  - a. Contribution to building/work in a nascent/non-existent P3 environment
  - b. Track record of on-time & on-budget project completion

- b. Experience in various financial markets & with various financial instruments
- c. Able to identify likely financiers and their risk attitudes
- d. Build a robust business case for the PPP project
- e. Risk assessment and optimal allocation
- f. Structure optimally balanced payment mechanisms
- g. Review of financial models and cost implications
- h. Identify and assess financial implications of contract clauses,

### **TECHNICAL EXPERTISE [10 PTS]**

- 1. Knowledge of technical requirements for public procurement**
- 2. Roster of readily accessible experts**
- 3. Able to define output/outcome specifications and service standards**
- 4. Provide technical evaluation of proposals and bids, including capability of the private partner**
- 5. Monitoring for continuous quality assurance**
- 6. Asset valuation before contract agreements are signed and/or after their termination**
- 7. Development and utilization of performance measuring systems**

### **3. Marketing**

- a. Create marketing materials for road shows to attract project and investment participants
- b. Prepare an investment teaser for prospective capital providers
- c. Facilitate introduction and negotiations with potential capital providers

### **LEGAL EXPERTISE [10 PTS]**

- 1. Structure and draft the tender documents, PPP contract and land lease agreements**
- 2. Identify the implications of contract terms, especially potential “deal breakers”**
- 3. Provide general legal advice on taxation, property, environmental law, banking, competition law, intellectual property, etc.**

### **FINANCIAL & COMMERCIAL EXPERTISE [10 PTS]**

- 1. Strategy**
  - a. Develop finance plan with variety of options
  - b. Develop a strategy for approaching strategic developers (national, private & multilateral)
  - c. Advise on bidding
- 2. Finance**
  - a. Strong understanding of project financing

### **FEEES [10 PTS]**

- 1. Structure**
- 2. Relative Value**

### **OTHERS [ADD OR DEDUCT MAX OF 5 PTS]**

- 1. Other Favourable factors**
- 2. Other Negative factors**