

## PPP PROJECTS

### TYPICAL DECISION-MAKING PROCESS

STEP 1: EXPRESSION OF INTEREST (EOI)/REQUEST FOR QUALIFICATIONS (RFQ) ADVERTISEMENT	10 business days
STEP 2: REVIEW EOI/RFQ RESPONSES & 1 <sup>ST</sup> ROUND OF SHORTLIST Depends on volume of responses	5 – 10 business days
STEP 3: REQUEST FOR PROPOSALS (RFP) Depends on information available for bidders and project complexity	4 – 6 WEEKS
Step 4: REVIEW EOI/RFQ RESPONSES & 2 <sup>ND</sup> ROUND OF SHORTLIST Depends on volume of responses	3 – 5 WEEKS
STEP 5: CONTRACTING & NEGOTIATIONS	2 – 4 WEEKS
STEP 6: PRESENTATION TO PANEL FOR CONSENSUS This may require going back to Step 5 or even Step 4 in the case of a significant concern. The Bidders' flexibility and responsiveness in addressing concerns will be critical in determining the quickness or slowness of this step.	1 week
STEP 7: SIGNATURES/TRANSACTION CLOSE	½ day
STEP 8: FULFILL CONDITIONS PRECEDENT May include, but not limited to, handover of site/assets, Environmental Impact Assessment (EIA), performance bond, etc	90 – 120 days
STEP 9: EXECUTE FINANCIAL TERMS Review and finalize terms, last review of pricing, escrow/proof of funds, etc.	3 – 4 weeks
STEP 10: FINANCIAL CLOSE	½ day

**ESTIMATED TOTAL TIME TO PROJECT COMMENCEMENT** ■ ■ **7 - 10 MONTHS**

## NOTES

- Unsolicited projects that the KP<sup>3</sup> Bureau decides to move forward with may or may not begin from Step 3. It depends on the Bureau's level of comfort with the proposed partner and the deal structure. If a full bid is pursued, then the project originator will be given the Right of First Refusal.
- This also may not apply in its entirety for projects with begin with a Terms of Reference (TOR) between a potential partner and KWSG for the sake of developing a robust feasibility study. If such projects do not go through a full bid process, then this timeline may only apply from Step 4.
- Durations may not be contiguous i.e. immediately after each other; they do not take into account holidays or weekends; and they do not necessarily reflect the process for all the sectors and/or projects.