

**VOLUME 1**  
**PREFACE TO TENDER DOCUMENTS**

**PART 1**  
**EXECUTIVE SUMMARY**

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**1. ELIGIBILITY TO PARTICIPATE**

- 1.1 Tenderers are strictly to adhere to all the following Tender participation eligibilities in order to participate in the Tender and pursuant to ITT 2.5 of Section B Volume 1 Instruction to Tenderers, Tenderers with the following conditions are eligible to participate shall be classified from Ministry of Finance (MoF) classification as follow:-

<b>Classification</b>	<b>Grade</b>	<b>Activities</b>	<b>Remarks</b>
<b>Services Provider</b>	<b>All</b>	<b>PPP Advisory and Consultancy Services</b>	<b>Local or Foreign Company</b>

- 1.2 Classification certificate issued by the Ministry of Finance (MoF) in the State of Qatar according to the following rules:

- A. local Tenderers without classification certificate or no longer valid are able to purchase the tender documents and submit the tender but they must submit the required classification certificates from MoF as published in the advertisement or in the tender document prior to awarding of the contract provided that the tenderer shall submit a valid evidence that the tenderer has submitted the application to the competent department of the Ministry. This is to give opportunity to those companies to register and classify or renew themselves with MoF during tendering period until the end of such period mentioned herein.
- B. for foreign companies without MoF classification certificate, a similar or equivalent certificate from the country of origin will be sufficient for tender submission. A copy of such classification certificate translated in English/Arabic and attested by the competent authority/ministry at country of origin and Qatar diplomatic embassy at country of origin shall be submitted. In the event of there is no such equivalent authority/ministry issuing the classification in their country of origin, any other form of certification/ classification/ client testimonial for specialized works/services issued and endorsed by reputable/competent organization /authority/ board governing the construction industries related and attested by the Qatar diplomatic embassy at country of origin may also be considered. This is also applicable to foreign company's status who has already had Qatar company registration. Refer to sub-item 1.2.E below for guideline for Foreign Company status.
- C. should these foreign companies be awarded a contract, then they are required to register with MoF by submitting a copy of their classification certificate from their country of origin to MoF before signing the contract with the Authority. The same rules in sub-items 1.2 B and C are applied to foreign companies either as single entity or joint venture with a local company.
- D. in case the foreign companies do not have classification certificates from their country of origin then the same rules applicable to local companies as mentioned in Sub-item 1.2 A. above shall be applied.
- E. Guidelines for classifying the companies are available at Qatar Ministry of Finance as following link:

<https://monaqasat.mof.gov.qa/eservices/Account/Login?ReturnUrl=%2feservices%2f>

- 1.3 The Authority, under this Framework Contract, wishes to appoint 3-4 qualified and experienced Framework Consultants as a commercial, financial, technical, and legal advisor in relation to the procurement of PPP Projects for and on behalf of the Authority (i.e., Each Framework Consultant will be required to form a consortium comprising financial, technical and legal advisors). A Framework Consultant (as financial, technical and legal advisor) will be awarded Work Order Contracts under the Framework Contract.
- 1.4 **The Tenderer must have the necessary experience in delivering the following PPP Services:**
- A. Initial outline feasibility of PPP Projects (i.e., Project Concept Report)**
  - B. Studying and preparing the Projects as Public Private Partnerships. (i.e., Full Project Business Case providing justification for the PPP Project)**
  - C. PPP Project Procurement (i.e. Expression of Interest, Request for Qualification, drafting PPP contracts and agreements, Request for Proposal, bidder evaluation, negotiation and signing of the PPP Contract.)**
- 1.5 Tenderers who do not comply with the criteria set out in sub-clauses 1.1 to 1.4 above shall not be eligible to participate and be disqualified.
- 1.6 In accordance with the Framework Contract, the selected successful Framework Consultants will be required to participate in mini-competition(s) inviting a total price for the Services as described and included within the Work Order.
- 1.7 Whilst the Authority has identified the individual Services to be delivered by the financial technical, and legal advisors, it is understood that the Consultant shall be fully responsible for delivering the complete Services for each stage in accordance with requirements of the contract.

## 2. INTRODUCTION

- 2.1 The documents comprising this Tender package constitute the Tender Documents for **Project ID: BP 2023 S 020 S**

### **FRAMEWORK CONTRACT FOR PPP ADVISORY AND CONSULTANCY SERVICES**

are exclusive to the Framework Contract and no other document, with the exception of Tender Circulars issued during the tendering period in relation to the Framework Contract, shall be considered as forming part of the Tender Documents for the purposes of tendering for the Framework Contract.

## 3. FRAMEWORK CONTRACT OVERVIEW

- 3.1 The Public Works Authority (the Authority) in the State of Qatar, intends to launch an Open Tender competition based on a Single Stage - Two Envelope / Quality Based Cost Selection to appoint 3-4 suitably qualified and experienced PPP Advisory and Consultancy Services Consultants under a Framework Contract.
- 3.2 The Authority will enter into Framework Contracts with each of the successful Framework Consultants upon terms and conditions as in this Framework Contract for the purposes of requesting tenders in response to a proposed Work Order. The issuing of a Work Order and its requirement to undertake services will be at the sole discretion of the Authority in accordance with the Framework Contract.
- 3.3 This Framework shall provide the Authority with the flexibility to mobilise the most suitably qualified and experienced PPP Advisors, on demand, to meet the Authority's requirements

for the delivery of PPP Projects proposed by the Contracting Authority(s) for the duration of this Framework Contract.

3.4 The Consultant will work with the Authority to complete the procurement of the Projects. The Authority shall be the managing entity responsible for the procurement and delivery of assets procured under this PPP programme for the Contracting Authority(s).

3.5 The Framework duration is for a period of for a period of **one thousand eight hundred and twenty-five (1,825) Days**.

#### **4. FRAMEWORK CONTRACT OVERVIEW AND SCOPE OF SERVICES**

4.1 The Consultant will provide the PWA with commercial, financial, legal and technical advice to complete the development and procurement of PPP Projects.

4.2 The Scope of Services shall cover the following stages of the Qatar's PPP Project life cycle:

4.2.1 Initial outline feasibility of PPP Projects (i.e., Needs Assessment Report & Concept Report).

4.2.2 Studying and preparing the Projects as Public Private Partnerships

a) Full Business Case Providing justification for the PPP Project, including Market Studies and Project optioneering Studies if so required.

4.2.3 Procurement thereof following receipt of the necessary approvals which shall include the but not be limited to the following:

a) Expression of Interest (EOI)

b) Request for Qualification (RFQ)

c) Request for Proposal (RFP)

d) Draft Partnership Contract and Agreements

e) Negotiations and signing of a contract. (i.e., Commercial Close and Financial Close)

4.3 The Authority shall issue Work Orders in accordance with the provisions of the Framework Contract.

4.4 The Framework shall facilitate separate Work Orders for successful Framework Consultants and each Work Order could include all the life cycle stages of a PPP Project, from needs assessment, concept report to financial close, or only part thereof.

4.5 The Work Order General Conditions of Contract shall be amended or supplemented by the Work Order Particular Conditions.

4.6 The Work Orders under the Framework shall comprise of Key Stages which may be subject to higher authority approval and if the Authority is unable to secure all the required approvals to proceed to the next stage the PWA shall be entitled to terminate the Work Order.

4.7 It is proposed that a total of nine (9) to ten (10) Projects be developed and/or procured under this Framework Contract.

4.8 When the Project procurement activity is part of a Work Order, the Authority will assign the Project on of the following Project classes:

Procurement	Project Attributes
<p><b>Class A</b></p> <p>Procurement of a Project with a comparatively low procurement level of effort</p>	<p>A Project will fall under this class if its overall features and characteristics are such that they will require the Consultant to utilise a comparatively low level of effort to develop its PPP contracts and to complete its procurement. A Project will be expected to be allocated this category if it meets most of the following:</p> <ol style="list-style-type: none"> <li>1. It is comprised of a single asset or multiple assets that are mostly uniform in their development, operations, and management requirements.</li> <li>2. Its assets' specific features requirements (e.g., architectural requirements) are not elaborate.</li> <li>3. Its assets development, operation, and management involve low interaction or impact on their surroundings and the environment.</li> <li>4. Its output specifications and payment mechanism are relatively standard and do not particularly need much tailoring to account for the Project's particular case.</li> <li>5. The Project is a repetition of a project that has been procured by the Contracting Authority earlier.</li> <li>6. RFP bid phase of approx.: 6 months.</li> </ol> <p>Examples of Projects that fall under this category are:</p> <ul style="list-style-type: none"> <li>- A project with a single type of asset such as a school, a hospital, an incinerator, or Highways LED lights.</li> <li>- A project with multiple assets that are mostly of the same features such as several similar schools in multiple locations.</li> <li>- A short highway outside of the urban areas that do not include any bridges or tunnels.</li> <li>- A medium level of effort project that the Contracting Authority wishes to repeat and which it provided its Contracts to the Consultant to use as a template.</li> </ul>

Procurement	Project Attributes
<p><b>Class B</b></p> <p>Procurement of a Project with a comparatively medium procurement level of effort</p>	<p>A Project will fall under this class if its overall features and characteristics are such that they will require the Consultant to utilise a comparatively medium level of effort to develop its PPP contracts and to complete its procurement. A Project will be expected to be allocated this category if it meets most of the following:</p> <ol style="list-style-type: none"> <li>1. It is comprised of multiple assets each having specific development and management requirements.</li> <li>2. Its assets specific features requirements (e.g., architectural requirements) are somewhat elaborate.</li> <li>3. Its assets development, operation, and management involve relatively medium interaction or impact on their surroundings and the environment.</li> <li>4. Its output specification and payment mechanism require some tailoring to reflect the Project's somewhat particular bespoke features and requirements.</li> <li>5. RFP bid phase of approx.: 8 months.</li> </ol> <p>Examples of projects that fall under this category are:</p> <ul style="list-style-type: none"> <li>- A DBFOM University expansion involving several colleges each with varying requirements including architectural design requirements.</li> <li>- A DBFOM highway that includes some bridges and tunnels.</li> </ul>
<p><b>Class C</b></p> <p>Procurement of a Project with a comparatively high procurement level of effort</p>	<p>A Project will fall under this class if its overall features and characteristics are such that they will require the Consultant to utilise a comparatively high level of effort to develop its PPP contracts and to complete its procurement. A Project which mostly exhibits the following characteristics will be expected to be allocated this categorisation:</p> <ol style="list-style-type: none"> <li>1. It is comprised of multiple assets each having specific development and management requirements.</li> <li>2. Its assets specific features (e.g., architectural features) are critical and need to be extensively elaborated.</li> <li>3. Its assets development, operation, and management involve relatively major interaction and/or impact on their surroundings and the environment.</li> <li>4. Its output specification and payment mechanism require major tailoring to reflect the Project's bespoke features and requirements.</li> <li>5. RFP bid phase of approx.: 10 months.</li> </ol> <p>Examples of Projects that fall under this category are:</p> <ul style="list-style-type: none"> <li>- A sizable DBFOM Light Rail Transit project whose features include:</li> <li>- The LRT will be crossing many urban areas road intersections.</li> <li>- Its construction will involve many complications that could include lane closures, commercial business closure, road widening, utility relocation, and major coordination with many stakeholders.</li> <li>- Its scope will include vehicle provision.</li> <li>- Its KPIs, and payment mechanism are bespoke and elaborate.</li> </ul>

- 4.9 Consultancy Services Framework Contract
- 4.9.1 The successful Consultant shall enter into a Framework Contract with the Authority under the terms and conditions of the **Construction Related Professional Services Framework General Conditions of Contract – Edition 2018**, to provide PPP Advisory and Consultancy Services to the Authority.
- 4.9.2 The Framework Consultant shall enter into Work Order contracts for specified tasks or other such Works Orders as the Authority may decide under the **Construction Related Professional Services Work Order General Conditions of Contract – Edition 2018**. The Consultants shall be reimbursed in accordance with the Work Order payment schedules.
- 4.9.3 The Consultant's Financial Submission is deemed to have fully included for the Scope of Services within the Framework Brief herein.

## 5 Tender Details

For the purposes of tendering for the Project the following information is provided:

### 5.1 Tender Administrator:

The Tender Administrator for this Project shall be:

**Engineering Services Department Manager.**

### 5.2 Tenders Committee:

The Project tender process shall be completed under the auspices of the

**Small Tenders Committee** and the Tender shall be addressed to the Chairman of the said Committee.

### 5.3 The tender shall be submitted in the following means:

#### **electronic submission via E-tendering application**

Tenderer shall refer to the user guide manual for e-Tendering published in Ashghal's website as follows:

[http://www.ashghal.gov.qa/en/Documents/ADs/Current%20ADs/Tender%20Brochures/Digital%20Version\\_e-Tendering%20User%20Guide.pdf](http://www.ashghal.gov.qa/en/Documents/ADs/Current%20ADs/Tender%20Brochures/Digital%20Version_e-Tendering%20User%20Guide.pdf)

- 5.4 The Tender Closing Date shall be as stated in the Letter of Invitation to Tender or Tender Advertisement or any extension thereof as notified by the Authority through Tender Circular.
- 5.5 The Tender Clarification Closing Date shall be **seven (7) calendar days prior to Tender Closing Date**. The Tender Administrator shall be under no obligation to issue Tender Circulars for requests for clarifications received after the said Tender Clarification Closing Date.