

RELI ASSETS HOLDING COMPANY



TENDER NO: PA/003/HQ/2017-18/C/02

PROVISION OF TRANSACTION ADVISORY SERVICES FOR CARRYING OUT REVIEW OF PRELIMINARY DESIGN AND FEASIBILITY STUDY, PREPARATION OF TENDER DOCUMENTS, TENDER ADMINISTRATION AND FACILITATION OF FINANCIAL CLOSE FOR THE FOLLOWING:-

- A. LOT NO.1: MTWARA TO AMERLIA (MANDA) BAY VIA SONGEA WITH SPURS TO LIGANGA AND MCHUCHUMA RAILWAYS PROJECTS UNDER PUBLIC AND PRIVATE PARTNERSHIP (PPP)**
- B. LOT NO.2: TANGA ARUSHA AND MUSOMA RAILWAYS PROJECTS UNDER PUBLIC AND PRIVATE PARTNERSHIP (PPP)**

Expression of Interest

Date: 20th October, 2017

1. This invitation for expression of interest follows the General Procurement Notice (GPN) which appeared in PPRA's Tender Portal and RAHCO's website on 9th September, 2017
2. The Government of Tanzania has set aside funds for the operation of the Reli Assets Holding Company Limited (RAHCO) during the financial year 2017/2018. It is intended that part of the proceeds of the fund will be used to cover eligible payment under the contract for the Provision of Transaction Advisory Services for carrying out review of Preliminary Design and Feasibility Study, Preparation of Tender Documents, Tender Administration and facilitation of Financial Close for Mtwara to Amerlia (Manda) Bay Via Songea with Spurs to Liganga and Mchuchuma & Tanga-Arusha-Musoma under Public and Private Partnership (PPP).
3. The Government has identified the need to construct the railway line from Mtwara to Mbamba bay via Songea with spurs to Liganga and Mchuma & Tanga-Arusha-Musoma to enhance rapid economic development of the Southern and Northern corridors in Tanzania. Whereby Southern Corridor is about 1,000 km from Indian Ocean in the East to lake Nyasa in the west. This corridor has enormous economic

potentials that have been untapped for long. In this development corridor, industrial development and a promotion of the private projects investment in agriculture, tourism, mineral resources development (iron ore, coal, graphite, natural gas and nonferrous metals such as nickel, uranium and limestone) are at various stages conceptualization, planning, execution etc. The Northern Corridor is about 1,108Km from Tanga –Arusha-Musoma in the Northern Tanzania . This corridor has enormous economic potentials that have been untapped for long. In this development corridor, industrial development and a promotion of the private projects investment in Agriculture, Tourism, Mineral Resources Development (Engaruka Soda Ash and Minjingu Phosphate in Arusha, Minjingu Genulizer Plant, Dutwa Nickel Laterite Project, Tanga Cement, Arm Cement Ltd, Sisal, Coffee, Forest and Lumbering, Fishing and Fishing Processing Industries, Tourism in National Parks not Limited to Ngorongoro and Serengeti, Cultural Tourism and Mounting Climbing Kilimanjaro and Meru, Ports Development Projects at Mwambani and Musoma in Tanzania and Uganda) are at various stages conceptualization, planning, execution etc.

4. Reli Asset Holding Company (RAHCO), on behalf of the Government, wishes to explore the feasibility of implementing this Project as a Public-Private Partnership (PPP) in terms of the Public Private Partnership Act., 2010 (the PPP Act.). RAHCO thus intends to procure the services of a consortium of experienced Transaction Advisors (Transaction Advisor) to assist it through the phases which involve carry out desktop review of feasibility study and preliminary design reports and other available information, subject to desktop review of Feasibility Study and Preliminary design report recommendations, provision of assistance during the entire PPP bidding process and finally facilitation of financial close up to signing of concession agreement. This Document Request the Expression of Interest from Transaction Advisory consortium comprising of teams of suitably qualified and experienced PPP, Financial, Technical and Legal Advisors to advise and assist RAHCO through the process. The Financial/PPP Advisor will be the lead Advisor with responsibility for the management and delivery of the team advisory services. This is the first PPP railway project to be implemented under PPP Act, and will serve as a model for future railway project development. In performing the following scope of work, the Transaction Advisor is expected to provide the services in a manner propitious to replication by the Government for other projects. The projected timeframe for the Transaction Advisory Services will be Twelve (12) Months for both Lot 1&2.
5. The objective of the consultancy is provision of Transaction Advisory Services to carry out review of Feasibility studies and Preliminary Designs reports and other information to consider to consider the viability of a PPP railway project between Mtwara and Mbamba ba via Songea with spurs to Liganga and Mchuchuma, also for Tanga-Arusha-Musoma and to propose the best options for proceeding with the Project. Following the review of Feasibility Study and Preliminary Design report, should the Project be approved to proceed, the Transaction Advisor will manage a public private partnership (PPP) tender to be awarded through competitive bidding under the PPP Act. The Project will be effected through any chosen and agreed form of PPP
6. Interested *Firm must* provide information indicating that they are qualified to perform the services by submitting at a minimum, the following will be considered:

- a. The firms forming the Transaction Advisory Consortium should demonstrate capability of having carried out similar work on at least 3 assignments (within current 10 years) to have reached financial close in the Evaluation Criteria. The Consortium's key staff should include a team of international experts with extensive experience from similar projects for PPP railway development. The project management and key personnel must have experience from infrastructure projects in Africa (preferably PPP railway projects) or other similar regions or countries.
 - b. The key personnel should come from the following fields of expertise: International Advisory Expert, Financial Experts, Legal Experts team consisting of Logistic Specialist, Transport Planner/Economist, Railway Engineer and Environmental Social Experts.
 - c. Provide information demonstrating that firms have the required qualifications and relevant experience to perform the services. Such information may include brochures, description of assignments of similar nature, experience in similar conditions, availability of appropriate managerial and technical skills among staff related to the assignment, etc. For each complicated project, the firms shall provide the name and address of the client, start and completed dates, name(s) of lead and associate firms. Cited projects with insufficient information will not be considered
7. The Transaction Advisor will be selected in accordance with International Competitive Selection Procedures set out in the Public Procurement Act No.7 of 2011 and its Public Procurement (Amendment) Act No. 5 of 2016, Public Procurement Regulation, 2013 and its Public Procurement (Amendment) Regulation, 2016 & Public Private Partnership Act 2010 and Public Private Partnership Regulation, 2015. Interested firm may opt for one or both lots. Both lots will run concurrently and Separate team for each lot is a must.
 8. Interested eligible firm may obtain further information from the office of the Office of the Secretary Tender Board, Ground floor, Reli Assets Holding Company Limited, Sokoine Drive/Railway Street, P.O. Box 76959, Dar es Salaam; Tel: No. +255 22 2122695; Tel: Fax. No. +255 22 2116525 from **10:30am to 03:30pm** on Monday to Friday inclusive except on public holidays.
 9. Expressions of Interest (EoI) must be delivered at the Office of the Secretary Tender Board, Ground floor, Reli Assets Holding Company Limited, Sokoine Drive/Railway Street, P. O. Box 76959, Dar es Salaam **on or before 10:30 hours local time on Friday 24th November 2017** clearly marked: **“EXPRESSION OF INTEREST (EOI) FOR TENDER NO. PA/003/HQ/2017-18/C/02 FOR PROVISION OF TRANSACTION ADVISORY SERVICES FOR CARRYING OUT REVIEW OF PRELIMINARY DESIGN AND FEASIBILITY STUDY, PREPARATION OF TENDER DOCUMENTS, TENDER ADMINISTRATION AND FACILITATION OF FINANCIAL CLOSE FOR CONSTRUCTION AND OPERATION OF LOT NO.1: Mtwara to**

AMERLIA (MANDA) BAY VIA SONGEA WITH SPURS TO LIGANGA AND MCHUCHUMA RAILWAYS PROJECTS UNDER PUBLIC AND PRIVATE PARTNERSHIP (PPP) OR LOT NO.2: TANGA ARUSHA AND MUSOMA RAILWAYS PROJECTS UNDER PUBLIC AND PRIVATE PARTNERSHIP (PPP). EoI will be publicly opened in the presence of the firms' designated representatives and anyone who choose to attend at **RAHCO Conference Room, 1st Floor, Room No. 17, Plot No. 438/128, Sokoine Drive/Railway Street, immediately after submission deadline**

10. Late submitted Expressions of Interest, electronic or fax form shall not be accepted for evaluation irrespective of the circumstances.

**Acting Managing Director
Reli Assets Holding Company Ltd,
Sokoine Drive/Railway Street, P.O. Box 76959, Dar es Salaam**