

Request for Expressions of Interest (REOI)

(CONSULTING SERVICES – FIRMS SELECTION)

Country: Islamic Republic of Afghanistan

Name of Project: FEASIBILITY STUDY OF INDUSTRIAL PARKS.

Assignment Title: FEASIBILITY STUDY OF INDUSTRIAL PARKS FOR GHAZNI, NIMRUZ, TAKHAR AND LAGHMAN PROVINCES.

Duration of Assignment: five months (the time will be amended according to law of Afghanistan)

Implementing Agency: Ministry of industry and commerce (MOIC)

Duty Station: Ghazni, Nimruz, Takhar and Laghman

Contract Type: Lump sum

NPA Ref. No. MOIC/1400/CS-001/QCBS

The Islamic Republic of Afghanistan represented by the **Ministry of Industry and commerce** received a fund from the **Ministry of Finance** in *1400 FY and intends to apply part of the proceeds of this fund* to implement the Feasibility study of industrial parks in the provinces and determination of work progress for the decision making of implementation of the projects.

1. Introduction:

Ministry of industry and commerce is seeking to hire a consultancy firm in order to conduct the Feasibility study of the standard industrial parks in order to invest public funds for the long time effectively. Feasibility study is in fact a sufficient way for making decisions either/or not to go ahead based on the finding from the area. This TOR is describing the major duties and responsibilities of the consultancy firm for providing their services in close coordination with Ministry of industry and commerce of Afghanistan.

2. The objectives of the Consultancy

The general objective is to establish competitive modern Industrial Parks with all attendant facilities and high standards within this Industrial Parks in Ghazni, Laghman, Takhar and Nimroz Provinces.

3. SCOPE OF SERVICES

The Consulting Company or Consultant will carry out below phases of the Feasibility Study of the Industrial Parks:

1. Environmental & Social Impact Assessment (EIA)
2. Socio-Economic Conditions
3. Topographical Survey of the Project Site

The assignment will consist of the following main aspects

Output 1: A pre-feasibility study for a parks located in (Ghazni, Nimroz, Takhar and Laghman), which will encompass the below-described deliverables:

- ✚ A Strengths, Weaknesses, Opportunities, and Threats (SWOT) Analysis of mentioned parks as a location for regional and national economic activity.
- ✚ An industrial survey to be conducted in mentioned provinces
- ✚ An assessment of environmental and social issues on the site, including resettlement, if required.
- ✚ More detailed feasibility/viability study for an industrial parks proposed to be established in the upcoming selected area of mentioned provinces
- ✚ A final report/summary of findings of the above aspects which would form the conclusions and recommendations of the work undertaken under this assignment and be an input for the formulation of the Road Map for the establishment of industrial Parks in relevant province of Afghanistan.

Deliverable 1.1: SWOT analysis of (Ghazni, Nimroz, Takhar and Laghman Sites):

The output will establish a broader perspective in order to assess the overall potential for economic development in Ghazni, Nimroz, Takhar and Laghman provinces. Through this output, a comprehensive SWOT analysis will be conducted at the Provincial level. The analysis will consider national, regional (Pakistan, Iran, India and Uzbekistan and international competition and development trends. The analysis will build upon desk study, field work and interaction with provincial authorities as well as private sector representatives.

Deliverable 1.2: An industrial survey of Parks

The industrial survey will build upon the preceding output by examining, in depth, the prospects for industrial park development in mentioned provinces. This should specifically encompass the levels of infrastructure, the sectorial development prospects in the Province, business opinion of local and regional business prospects and any prior analyses Conducted on the subject. The deliverable should be in the form of an analysis of local competitive advantage for each province.

Deliverable 1.3: A pre-feasibility/viability study for an Industrial Zone proposed to be established in the preselected area of (Nimroz, Ghazni, Takhar and Laghman)

The Consultant will be required to undertake a pre-feasibility study for Ghazni, Nimroz, Takhar and Laghman industrial Parks. That study should include:

- An assessment of the proposed area for the establishment of the park: The point of departure for the pre-feasibility study should be a factual verification of the state of play in the development of the industrial parks in the mentioned provinces. This factual verification should be done through interviews and documentation collected from concerned regional and local Government authorities — The consultant will meet with all stakeholders, including the team from MoIC, as well as the provincial team, to understand the vision for provincial parks and other stakeholders that may be identified.

- A detailed evaluation of the potential financial viability/sustainability of the proposed zone and the definition of appropriate management models recommended on the basis of international best practices in PPP management of industrial park: The study should examine other provinces in Afghanistan and in the Central Asia, in order to benchmark development and user costs for the land and the infrastructure for the Industrial Park. This analysis will serve to establish viable and realistic cost parameters as well as indicate viable sale or lease costs for the plots of land to the client companies for the Industrial Park at mentioned provinces. The financial analysis should estimate the likely pricing of land and services offered by the parks to be competitive with other parks at the national or regional levels. It should also examine the sensitivity of the financial viability of the zone to different modes of financing between public and private sector and to different levels of debt: equity ratios in that financing. The feasibility study should propose different models of Public/Private Partnerships used in the region and elsewhere that could be models for operating the park.
- A market analysis: The study will build upon the results of output 1 and deliverables 1.1 and 1.2. This assessment will examine a sectorial approach to the development of the industrial Parks, and also the possibilities for stimulating the opportunities for sub-contracting linkages between enterprises located in the park and others located in the province/elsewhere in Afghanistan. A sectorial approach will help focus the business plan of the zone while the promotion of subcontracting arrangements would fortify local and national economic development. The market analysis will help determine the kind of activities/services that could be located in mentioned Parks (e.g. industry, trade, logistics, training and technical centers). The market plan should estimate likely scenarios of Park occupancy/tenancies or purchase of industrial plots by investors, thereby estimating the operating income stream to be used in the pre-feasibility study.
- Institutional recommendations on public regulation of the Industrial Park: Work undertaken by other development partners has advocated a public regulatory and management system for industrial zones in Afghanistan. These models should be critically analyzed and compared to models adopted by other countries to advocate regulatory mechanisms that are simple, efficient and which can be realized within the limits of human and institutional resources available in Afghanistan.
- Environmental analysis assessing significant environmental impact, if any, posed by the park. Recommendations will be provided by the consultant to mitigate those impacts.
- Specification of financing scenarios for the development of the Industrial Park: These scenarios should cover the following aspects:
 - Division between public (concession or grant) funds and commercial financing

- Sensitivity analysis of the viability of the industrial zone to different ratios of grant versus commercial funding
- Analysis of the payback period for investment in the development of the zone under different assumptions of public/private investment.

Deliverable 1.4: Final report/Summary of findings

The consultant shall produce a summary of findings of the five aspects above which would form the conclusions and recommendations of the work undertaken under this assignment.

4. Qualification Requirements/Short listing Criteria

The Ministry of Industry and Commerce, now invites eligible consulting firms (“Consultants”) to indicate their interest in providing the services described in Terms of Reference as mentioned under Paragraph above. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services.

The short-listing criteria are:

- i. The Consultant should be registered legal entity and should be in existence for at least recent 5 years. The consultant should provide a copy of the certification of incorporation/ business license with its EOI.
- ii. The Consultant shall demonstrate having sound financial situation and capacity by submitting audited financial reports or any other credible financial documents for last [3] years (2017, 2018 and 2019). Average Annual turnover for the last 5 years should not be less than equivalent to **AFG (20200000) twenty Million and two hundred thousand.**
- iii. The consultant shall provide proven experiences of having executed at least 1 contract of similar nature and complexity during last [5] years with the value of **AFG (12800000) twelve million and eight hundred thousand.** The consultants are required to provide copy (ies) of the contract along with clients’ certificate towards completion of such assignments with their EOI.

The Consultant while describing the assignment(s) should furnish the following details:

- *Consultant should explain in what way the executed assignment(s) was/were similar in nature to the current assignment and also indicating the input of key experts provided for the same*
- *The Consultant should explain the exact role played by the Consultant in the assignment if the assignment was carried out in association with other firms as JV or in sub-consultancy for carrying out the assignment.*

- iv. Requirements for Consultants participating as Joint Venture, Consortium or Association:

Consultants may associate with other firms in the form of a joint venture or a sub-consultancy to enhance their qualifications. If consultants intend to associate with other firms, they are advised to clearly identify the lead partner and state the composition and nature of their association (JV/ sub-consultant) in their EOI.

In case of association between the firms are in the form of JV, the following requirements will also apply:

The lead partner shall meet the shortlisting criteria of being legal entity as under criterion (i) above; having sound financial situation as under criterion (ii) above and substantially meet the experience criteria under (iii) above (having executed the similar assignment with contract value indicated therein). The JV partner should also meet the shortlisting criteria of having similar experience under (iii) above (having executed the assignments with contract value as 40% of the value indicated therein). The lead partner needs to be identified in JV agreement or intention of forming JV agreement to be submitted with the EoI.

In case of Consultant who intends to associate with other firm(s) in the form of a sub-consultancy, the lead partner shall meet the shortlisting criteria of turnover and experience as under (i), (ii) & (iii) above.

- v. Consultant having some regional experience is desirable

In addition the consultant shall furnish a declaration with their EOI confirming the following:

- a) The consultant is not black-listed by any agency of Government of Afghanistan.
- b) Declaration by the Consultant that the consultant does not have any conflict of interest in terms of taking any assistance / support from individual / firm / consultants who have been part of the Project or the procurement process.
- c) Declaration by the Consultant that the information furnished in EoI is correct and for any misrepresentation detected at any stage of selection process or during execution of the resultant contract if successful, the Consultant to be taken up under the Laws of Afghanistan.

5. Legal References

The attention of interested Consultants is drawn to ‘Chapter 4 - Process of Request for Proposal’ of “Rule of Procurement Procedure” issued by Government of Islamic Republic of Afghanistan. The consultants are also required to maintain high standard ethics throughout the procurement process. The Consultants’ attention is also drawn to Article 16 of Afghanistan Public Procurement Law for compliance. The consultants can download the Public Procurement Law and Procedure from: www.npa.gov.af

6. Method of Selection

A Consultant will be selected in accordance with the Quality Cost Based Selection (QCBS) method set out in Rule 59 of Procurement Procedures.

7. Submission of EOI

Expressions of interest as per Annexure ‘A’ attached must be delivered in a written form to the address below (in person, by mail, or by e-mail) **by Sunday 27/04/1400 at 10:00 AM** (Kabul Local Time).

Further information in respect to this REOI can be obtained at the address below by email or in person during office hours [09:00 AM-03:00PM].

Attention: *Wahidullah Wesal-consultancy services manager.*

Name of the Procuring Entity: Ministry of industry and commerce of Afghanistan (MOIC)

Address: 3rd Floor, New Building, Procurement department, Daruaman road, Kabul-Afghanistan

Email: hadizaki109@gmail.com/n.nhussaini1985@gmail.com with CC to
nasir.zalbk@yahoo.com/wakilsabah22@gmail.com

Attention: Hadi Zaki and Nematullah Nastoh :P. Consultancy manager

Phone no: 0202103405

Web site: <http://www.moci.gov.af>

ANNEXURE 1: FORMAT FOR EXPRESSION OF INTEREST

The expression of interest in English language must be submitted as per the following format:

{Note: In case documents submitted are in any language other than English, the consultant should submit a self-certified copy of the translated document in English (along with originals).}

SECTION 1: Organization Details (In case the EoI is being submitted as a Joint Venture/Sub-Consultant, the information has to be submitted for the Lead Partner as well as other members of the Joint Venture separately/Sub-Consultant.)

Part 1: Organisation Detail		
I.	Name of the Organization	
II.	Details of the Organization	<ul style="list-style-type: none"> • Address of the Registered Office: • Telephone: • Facsimile: • Website:
III.	Information about Organization	<ul style="list-style-type: none"> • Year of Establishment: • Status of the Organization: (Public Ltd./Private Ltd./LLP etc.)
IV.	Name and designation of the person authorized	<ul style="list-style-type: none"> • Name • Designation

		<ul style="list-style-type: none"> • E-mail • Contact Number
V.	Number of Personnel	<ul style="list-style-type: none"> • Total employee strengths on the payroll of the company as on (specify the date) • Number of qualified technical personnel on its payroll or panel working in the area of (specify the area)
<p>Part 2 EOI Respondent firm needs to mention its core business areas and any other relevant details / experience in a descriptive format. EOI Respondent firm needs to mention its Technical and managerial capability for executing the scope of services.</p>		
<p>Please provide a response with details in not more than 3 pages</p>		

SECTION 2: Documents to be submitted

	Information to be provided	Documentary Evidence to be Provided	Page number as part of Annexure
1	Firm must be registered legal entity. Information on their status as a legal entity and submit relevant supporting documents. (In case of JV, it should be met by the lead Partner but need to be submitted for other JV Members/Sub-consultant also)	Copy Certificate of Incorporation issued by relevant authority in country of establishment	

	Information to be provided	Documentary Evidence to be Provided	Page number as part of Annexure
2	<p>The consultant shall demonstrate having sound financial situation by submitting audited financial reports or any other credible financial documents for last [3] years</p>	<p>Statutory Auditor’s certificate OR Financials statements duly certified by the Chartered Accountant OR Self-certification by the authorized signatory of the EoI mentioning the Annual Turnover supported by financial statements or Annual Auditor Reports.</p> <p>Please note: The audited financial reports or other credible financial documents must be of the EoI Respondent firm/Lead Partner and not its parent/child company</p>	
3	<p>The Consultant shall provide proven experiences of having executed one contract during last [5] years of similar assignment (comprising of completed or on-going projects) which should showcase the expertise/ strength of the consultant for undertaking such assignments.</p> <p>The information in regard to the experience also need to be submitted for other JV Members/Sub-consultant as separate statements)</p>	<p><i>Details of the experience should be submitted as per format in Section 3 along with the following documents:</i></p> <p>For completed projects :</p> <ol style="list-style-type: none"> 1) Copy of Contract(s) 2) Copy of the Completion Certificate(s) from the client. <p>For On-Going projects :</p> <ol style="list-style-type: none"> 1) Copy of Contract(s) 2) Copy of the letter from authorised client representative / Self-Certified declaration by authorized Signatory of the EoI Respondent Entity stating that scope of services completed till date along with payment realised for the project. <p>Please note: <i>The credentials cited under this must have been executed by the EoI Respondent or the JV partner and not its parent/child company</i></p>	
4	<p>The details of the Consultant’s regional experience if any.</p>	<p>List the Contracts executed with details such as contract number, the client detail, period of the contract, value of the contract, brief about the assignment etc.</p>	

	Information to be provided	Documentary Evidence to be Provided	Page number as part of Annexure
5	Other relevant documents	Furnish one declaration confirming the following: i. Declaration that the firm is not black-listed by any Government agencies in Afghanistan ii. Declaration that the consultant does not have any conflict of interest in terms of taking any assistance / support from individual / firm / consultants who have been part of the Project or the procurement process. iii. Declaration by the Consultant that the information furnished in EoI is correct and for any misrepresentation detected at any stage of selection process or during execution of the resultant contract if successful, the Consultant to be taken up under the Law of the Land.	

SECTION 3: Format for furnishing details of Credentials / Past Experiences for projects as at Sl. No. 3 of Section 2. The information need to be furnished as per the Format below for each credential.

The project citation should be a maximum of 2 pages per credential/project along with documents as mentioned under Sl. No. 3 of Section 2 (above). The citation need to be furnished for each credential.

Assignment name:	Country: Location within the country
Name of Client:	Address:
Name of the Legal Entity in whose name the contract is:	Duration of assignment (months):

No. of man month of the assignment:	Start date (Month/year): Completion date (Month/year):
Approx. value of the overall contract (in AFG):	Approx. value of the services provided by your firm under the contract (in AFG):
Name of associated organizations, if any:	Role of Consortium member:
Narrative description of the Project:	
<p>Detailed Scope of services, coverage of the project:</p> <ul style="list-style-type: none"> • <i>Consultant should explain in what way the executed assignment(s) was/were similar in nature to the current assignment and also indicating key experts input for the assignment(s) including their qualifications and experience (CVs of such key staff are not required to be attached)</i> • <i>The Consultant should explain the exact role played by the Consultant in the assignment if the assignment was carried out in association with other firms as JV or in sub-consultancy for carrying out the assignment.</i> 	
Relevance of Project to the current scope (i.e. relevant project components in detail)	
Details of the impact of the project for the client:	
Copy of Contract(s)?	YES / NO

Copy of certificate from the client with explicit information to meet the specific requirement of the criteria attached?	YES / NO
Copy of self-certificate with explicit information to meet the specific requirement of the criteria attached?	YES / NO