



REQUEST FOR EXPRESSIONS OF INTEREST (CONSULTING SERVICES – FIRMS SELECTION)

JAMAICA
FOUNDATIONS FOR COMPETITIVENESS AND GROWTH PROJECT
Loan No.:8408-JM

Assignment Title: PPP Advisory for the Ministry of Health's Centre of Excellence

Reference No. (as per Procurement Plan): FCG/CON/039

The Government of Jamaica has received financing from the World Bank toward the cost of the Foundations for Competitiveness and Growth Project, and intends to apply part of the proceeds for consulting services.

The consulting services ("the Services")

The Ministry of Health (MOH) is desirous of developing Centres of Excellence (COE) for Oncology and Nephrology through a PPP. The locations identified for the Centre of Excellence are the St. Joseph's Hospital located in Kingston with a satellite cancer treatment facility on the grounds of the Cornwall Regional Hospital (CRH) located two miles from the centre of Montego Bay, St. James. To this end they are desirous of engaging a team of consultants for the preparation of a comprehensive feasibility study (Business Case) as well as Transactions Advisory Services for the development of Centres of Excellence in Oncology and Nephrology at St Joseph's Hospital and Cornwall Regional Hospital.

The Consultant shall undertake the work in two (2) distinct phases:

PHASE I – Business Case (*Project Design & Feasibility including Draft PPP Procurement Documents*); and

PHASE II – *Competitive Tender (PPP Procurement)*. Upon completion of Phase I, the Consultant shall submit the stipulated written reports for approval by the Cabinet before commencing Phase II. The entire assignment is proposed to be completed within a period of 10 months.

Phase I – Project Design & Feasibility Study

Phase I shall constitute the first half of the feasibility study, and comprise the following tasks:

- 1. Vision Statement & Master Plan for the Centres of Excellence** for the Centres of Excellence at St Joseph's Hospital, and the Cornwall Regional Hospital.
- The Consultant shall further develop the concept master plan to demonstrate existing land/building layout and propose each Centre of Excellence project spatial planning. The conceptual plan will reflect the types of activities in each designated area and is to be presented as a **Technical Feasibility Report**. The Report must indicate, in detail, the minimum scale of the Centres of Excellence and related facilities that are to be developed, technical standards to be followed, basic assumptions about project(s).
- 3. Business Case/Feasibility Analysis:** The Consultant shall deliver a **Business Case Report** containing the elements described above and any other information that would facilitate the appraisal of the project(s). In addition, the consultant shall prepare The **Transactions Structure Options Report** which will propose a final

recommendation about how the project would be structured (for example in a Term Sheet), which should be consistent with the PPP Criteria. The Business Case shall determine the following elements, at a minimum:

- a) **Market Assessment**
- b) **Market / Investor Sounding**
- c) **Legal Due Diligence**
- d) **Financial Analysis**

4. Development of Procurement Plan and Bidding Documents

The Transaction Advisor must prepare a complete set of procurement documents, complying with GoJ PPP Policy and international best practices:

- a) **Detailed Procurement Plan**
- b) **Pre-qualification Documents**
- c) **Request for Proposals (RFP) -**
- d) **A draft PPP Agreement**

Phase II – PPP Procurement

Upon approval from the GoJ of a PPP procurement solution, the Consultant (hereafter also referred to as Transaction Advisor) will provide the necessary technical, legal and financial advisory support for the procurement of a private partner.

5. Approval and administration of the bidding process, including inter alia, the following activities:

- a) RFQ Screening Report & Notification to pre-qualified bidders
- b) Bidders' conference and minutes
- c) Question and Answer Report
- d) RFP Evaluation Report and Notification to Bidders

6. PPP agreement negotiations & PPP agreement management plan

The objective of this task is to help the Government hold successful negotiations with the bidder. The consultant will support the Project Team throughout the negotiation phase as required until its conclusion. This is defined as the completion of the PPP Agreement between the parties. They are expected to provide comprehensive advice on how to address the points raised and attend related meetings where necessary.

This will be followed by a 2-day workshop with the MOH Project Team to discuss project contract management and management of MOH rights and obligations over the term of the Concession.

These elements should be seen as components of an overall phased development strategy that requires coordinated planning and implementation. The anticipated duration of the contract is ten (10) months.

The Planning Institute of Jamaica now invites eligible consulting firms ("Consultants") to indicate their interest in providing the Services. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services. The shortlisting criteria are:

- i. Significant global experience working on the development of Health Services Public Private Partnerships, evidenced by having successfully worked on at least 2 relevant contracts in the last 5 years. **(30 points)**
- ii. Significant legal experience in implementing and closing PPP transactions, with at least 5 years' experience. Knowledge of Jamaican or Commonwealth law is required. **(20 points)**
- iii. 10 years' experience preparing demand forecasting and financial modelling with at least 5 years' experience in the health sector. **(20 points)**
- iv. Experience in the delivery of Nephrology services including involvement in the development and management of a Nephrology Centre in the last 5 years. **(15 points)**

**REQUEST FOR EXPRESSIONS OF INTEREST
FOUNDATIONS FOR COMPETITIVENESS AND GROWTH PROJECT
Feasibility Study for the Centres of Excellence in Oncology and Nephrology**

- v. Experience in the provision of Oncology services including involvement in the development and management of an Oncology Centre in the last 5 years. **(15 points)**

The attention of interested Consultants is drawn to paragraph 1.9 of the World Bank's Guidelines: Selection and Employment of Consultants under IBRD Loans and IDA Credits & Grants by World Bank Borrowers dated January 2011, revised July 2014 ("Consultant Guidelines"), setting forth the World Bank's policy on conflict of interest.

The Consultancy Firm may associate with other firms in the form of a joint venture or a sub-consultancy to enhance their qualifications.

A Consultancy Firm will be selected in accordance with the Quality and Cost Based Selection method set out in the Consultant Guidelines.

Further information can be obtained at the address below during office hours.

Expressions of interest must be delivered in a written form to the address below (in person, or by mail, or by fax, or by e-mail) by **November 30, 2017**.

Planning Institute of Jamaica
Attn: Monique Harper-Griffiths
16 Oxford Road, Kingston 5, Jamaica
Tel: 876 935 5082
Fax: 876 906 5011
E-mail: mhgriffiths@pioj.gov.jm with copy to dwint@pioj.gov.jm