

## **Procurement of Transaction Advisory Services under PPP Mode for Supply and Operation of Buses for Yellow Line BRTS (CONSULTING SERVICES – FIRMS SELECTION)**

**Name of Country:** Islamic Republic of Pakistan

**Name of Project:** Karachi Mobility Project – Yellow Line Corridor (BRT)

**Loan No:** IBRD 8995-PK

**Reference No.** PK-SMTA-341298-CS-QCBS

**Client:** Sindh Mass Transit Authority (SMTA), Government of Sindh

The Islamic Republic of Pakistan has received financing from the World Bank toward the cost of the Karachi Mobility Project – Yellow Line Corridor (BRT) [the Project], and intends to apply part of the proceeds for consulting services for **Procurement of Transaction Advisory Services under PPP Mode for Supply and Operation of Buses for Yellow Line BRTS** [the Services].

The Yellow BRT Corridor is approximately 21 km long, starting from Dawood Chowrangi in Korangi to Numaish (adjacent to the Quaid’s Mausoleum in Karachi via Korangi Road, Shahrah-e-Faisal and Shahrah-e-Quaideen), and is part of the overall planned Karachi Mass Transit System (KMTS). The Project follows the integrated corridor management approach with the overarching objective to improve mobility, accessibility and safety along its alignment.

The consulting services (“the Services”) for Transaction Advisory Services under PPP Mode shall cover the procurement of Rolling Stock and Operationalization of the BRTS in all aspects to be undertaken as a part of the Project. The transaction advisor representing a team of suitably qualified and experienced financial, technical and legal advisors to assist SMTA. The selected Consultant will also be required to undertake tasks for the preparation of RFP for undertaking bidders' solicitation process and assist SMTA in the bidding process, evaluate bids and to act on behalf of PMT-SMTA to respond to prospective bidder's questions and provision of information pertaining to the project.

The Consultant will require to develop the PPP business models and recommend the most suitable for this project. Additionally, will develop the marketing strategy in line with the experience and appetite to sensitize potential investors’ participation in the bidding process and assist the Procuring Agency while undertaking the procurement. Based on the value for money, experience, potential bankability and market appetite, this will include the analysis of: (i) bundled and unbundled options for the procurement and operations and maintenance of the buses (O&M), (ii) one or more PPP bus providers, (iii) one or more bus operators, or (iv) one or more bus and operation providers.

The services are to be started by July 2023 and the duration of the services are 18 months from the day of the signing of the contract. The detailed scope of work (TORs) for the Consultancy Services / Transaction Advisor that leads to the implementation of the project may be downloaded from <https://smta.sindh.gov.pk/tenders> OR may be obtained from the address given below.

The Project Management Team, Karachi Mobility Project, Sindh Mass Transit Authority, Government of Sindh now invites eligible consulting firms (“Consultants”) to indicate their interest in providing the required services. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services. The shortlisting criteria is as under:

NO.	CRITERIA
1	<b>Track Record:</b> Firm's corporate capacity and profile for a minimum of the last 15 years [core business areas, policies, vision & mission, experience in Transaction Advisory Services under PPP Mode, financial details, achievements]. The consultants must never have been black-listed by any client or have left any project incomplete. Company brochure/credentials may be forwarded.
2.1	<b>General Technical Experience:</b> Proven general experience in providing transaction consulting Services in PPP Mode projects during the past 15 years. The consultants should be able to demonstrate the successful completion of at least 4 projects – each worth a minimum of US\$ 100 million or above.
2.2	<b>Specific Technical Experience:</b> Proven specific experience in providing consulting services on projects of similar nature comparing the complexity and cost of the Project. The consultants should have successfully completed a minimum of 2 projects of specific experience each worth a minimum of US\$ 200 million or above, undertaken in the last 10 years. The consultants are required to provide evidence (project description, client's details, completion certificate, role of the consultant on the presented project including worth & duration of the services provided, any specific innovative practice adopted to meet the project objectives, etc.) to demonstrate their general and specific experience. The projects of similar scale, nature and complexity undertaken in Pakistan or the South Asian region may be given priority if deemed appropriate.
3.	<b>Overall Managerial Capacity &amp; Financial Strength:</b> Consultants are required to demonstrate strong technical and managerial staff employed by them and evidence of positive net-worth to be substantiated by submitting certified audit reports of the last five years.

The attention of interested Consultants is drawn to Section III, paragraphs, 3.14 [Conflict of Interest], 3.16, and 3.17 [Consulting Services] of the World Bank's "Procurement Regulations for IPF Borrowers" July 2016, Revised November 2017 and August 2018 ("Procurement Regulations"), setting forth the World Bank's policy on conflict of interest.

Consultants may associate with other firms to enhance their qualifications, but should indicate clearly whether the association is in the form of a joint venture and/or a sub-consultancy. In the case of a joint venture, all the partners in the joint venture shall be jointly and severally liable for the entire contract, if selected.

A Consultant will be selected in accordance with the Quality and Cost Based Selection method set out in the Procurement Regulations.

Further information can be obtained at the address below during office hours [0900 to 1700 hours].

Expressions of interest must be delivered in a written form to the address below in person, or by courier by March 31, 2023.

SINDH MASS TRANSIT AUTHORITY  
Transport & Mass Transit Department, Government of Sindh  
Attention: Project Director – Karachi Mobility Project (KMP)  
D-43 & D43/1, Shahra-e-Ghalib, Block-2, Clifton,  
74550, Karachi, Pakistan.  
Tel: +92 21 99332208 | +92 21 99332911  
E-mail: [pd.kmp.ylc@gmail.com](mailto:pd.kmp.ylc@gmail.com)