

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

JAMAICA: FOUNDATIONS FOR COMPETITIVENESS AND GROWTH PROJECT

Loan No.:8408-JM

Assignment Title: Transaction Advisor for the Privatisation of the Agricultural Marketing Corporation (AMC) Complex (Lands and Buildings on Spanish Town Road, Kingston)

Reference No. (As per Procurement Plan): FCG/CON/083-0

The Government of Jamaica (GoJ) 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 Agro-Investment Corporation (AIC/Agro-Invest) is the business facilitation arm of the Ministry of Agriculture and Fisheries (MAF) with responsibility for attracting investments in the agricultural sector. AIC is also tasked with mobilizing funding opportunities and providing partnerships with the private sector through the leveraging of government-owned assets.

The main objective of the AMC Complex is to become the hub and driver for the alignment of the value chain in the agricultural sector. The specific objectives are as follows:

- 1) To enhance the quality, standards and production conditions that reduce post-harvest losses through:
 - a. Creating a framework for sorting, grading and packaging of agricultural produce.
 - b. Managing and operating cold storage facility(ies) to provide/support a cold chain for agricultural produce.
- 2) To operate a logistic and distribution hub that facilitates farm to market linkages.
- 3) To develop and promote the value chains through agro processing activities.
- 4) To provide business opportunities and SME development for agricultural related entities.
- 5) To facilitate the expansion of agricultural produce or by-products into regional and international markets.

The objective of this assignment is for the Consultant to provide strategic, technical and legal expertise to the Government of Jamaica’s (GOJ) Team on the feasibility of the divestment as well as prepare a comprehensive privatisation options analysis for successful transaction implementation. The Consultant must explore and recommend a suitable privatisation strategy and advise its viability and recommend the corresponding modality most suitable for the AMC Complex, and assist the GOJ in the implementation and execution of the proposed strategy.

The anticipated duration of the assignment is twelve (12) months.

Interested consultants may obtain the Terms of Reference and the template for submission of an Expression of Interest in English at www.gojep.gov.jm or <https://www.pioj.gov.jm/procurement/>.

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:**

Criteria	Allocation of Scores ¹		
The Consultant must have regional and/or global demonstrable experience in undertaking Public Private Partnerships and/or Privatisation transactions, including conducting financial and economic analysis of successful projects	15 or more years regional and/or global demonstrable experience; (25 points)	10 - 14 years regional and/or global demonstrable experience; (17 points)	5 - 9 years regional and/or global demonstrable experience; (9 points)
Demonstrated legal experience in implementing and closing PPP and/or Privatisation transactions as well as developing strategy for transactions structure	Evidenced by the successful completion of 3 or more projects of a similar nature within the last 15 years; (25 points)	Evidenced by the successful completion of 2 projects of a similar nature within the last 15 years; (17 points)	Evidenced by the successful completion of 1 project of a similar nature within the last 15 years; (9 points)
Demonstrated experience with the provision of public relations and communications services related to public and private sector development initiatives	Evidenced by the successful completion of 3 or more projects of a similar nature within the last 15 years; (20 points)	Evidenced by the successful completion of 2 projects of a similar nature within the last 15 years; (13 points)	Evidenced by the successful completion of 1 project of a similar nature within the last 15 years; (7 points)
The Consultant must have demonstrable experience conducting and appraising Business, Property and Real Estate Valuations	10 or more years demonstrable experience; (20 points)	6 - 9 years demonstrable experience; (13 points)	5 - 2 years demonstrable experience; (7 points)
Demonstrable experience with the integration of sustainable development principles into city development planning or agricultural infrastructure planning or environment management for infrastructural projects	10 or more years demonstrable experience; (10 points)	6 - 9 years demonstrable experience; (7 points)	5 - 2 years demonstrable experience; (4 points)

Key Experts will not be evaluated at the shortlisting stage.

The shortlist will contain five (5) to eight (8) firms, with demonstrated experience in the field of the assignment.

The attention of interested Consultants is drawn to Section III, paragraphs, 3.14, 3.16, and 3.17 of the World Bank’s “Procurement Regulations for IPF Borrowers” July 2016 (“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.

¹ If the submitted Expression of Interest does not fit within the allocation of scores provided for each criterion, zero points will be allotted for said criterion.

A Consultant will be selected in accordance with the Quality and Cost Based Selection method of the World Bank Procurement Regulations 2022 and will be specifically set out in the Request for Proposals.

Expressions of Interest (EOIs) must be uploaded on or before **July 8, 2022 at 11:45pm**. Submissions will be accepted via the Government of Jamaica Electronic Procurement Portal (www.gojep.gov.jm). No hard copy submission will be accepted.

To participate in this tender opportunity, consultants must first be registered and know how to use the electronic Procurement System, www.gojep.gov.jm. Please self-register on the e-GP System, by selecting the Register as a Supplier link from the home page. **Consultants are encouraged to upload their submissions at least two (2) hours prior to the deadline for submission.** For assistance, and training please contact the GOJEP support desk at: 1-876-932-5220 or 1-876-806-5149 or 1-876-806-4581; or 1-876-806-4536 or via email at opppcustomercare@mof.gov.jm.

Further information can be obtained at the address below during office hours of 9:00 AM and 4:00 PM.

Planning Institute of Jamaica

Attn: Mrs. Dellue Wint Dawkins

16 Oxford Road, Kingston 5, Jamaica

Tel: 876 960 9339

Fax: 876 906 5011

E-mail: dwint@pioj.gov.jm with copy to kmelliott@pioj.gov.jm and cswalker@pioj.gov.jm