



**50 MW POWER PLANT FOR K-IV PHASE I  
ADDENDUM NO. 1 TO THE REQUEST FOR PROPOSAL  
TRANSACTION ADVISORY SERVICES**

---

**ADDENDUM NO. 1 TO THE REQUEST FOR PROPOSAL  
TRANSACTION ADVISORY SERVICES**

Consultancy & Transaction Advisory Services for Installation of 50 MWs Power Plant for K-IV Project Phase-1



**LOCAL GOVERNMENT DEPARTMENT,  
GOVERNMENT OF SINDH**



**PUBLIC PRIVATE PARTNERSHIP UNIT,  
FINANCE DEPARTMENT  
GOVERNMENT OF SINDH**

---



**50 MW POWER PLANT FOR K-IV PHASE I  
ADDENDUM NO. 1 TO THE REQUEST FOR PROPOSAL  
TRANSACTION ADVISORY SERVICES**

---

**IMPORTANT NOTICE / DISCLAIMER**

---

This ADDENDUM NO. 1 (this **RFP Addendum No. 1**) to the REQUEST FOR PROPOSAL FOR Consultancy & Transaction Advisory Services for Installation of 50 MWs Power Plant for K-IV Project Phase-1, circulated earlier dated May 28, 2018 and the draft Consultancy Agreement attached thereto (the **RFP Documents**, together with this RFP Addendum No. 1, the **Revised RFP Documents**) is being issued by the Local Government Department, in consultation with the PPP Unit in the Finance Department, Government of Sindh solely for the use of Bidders in preparing and submitting their Bids in connection with the competitive bidding process for Transaction Advisory Services, 50MW Power Plant for K-IV Phase I in public private partnership (PPP) mode.

*Unless expressly specified otherwise, all capitalized terms used herein shall bear the meaning ascribed thereto in the RFP Document.*

The Bids submitted in response to the Revised RFP Documents by any of the Bidders shall be upon the full understanding and agreement of any and all terms of the Revised RFP Documents and such submission shall be deemed as an acceptance to all the terms and conditions stated in the Revised RFP Documents. Any Bids in response to the Revised RFP Documents submitted by any of the Bidder shall be construed based on the understanding that the Bidder has done a complete and careful examination of the Revised RFP Documents and has independently verified all the information received (whether written or oral) from the Government of Sindh.



**50 MW POWER PLANT FOR K-IV PHASE I  
ADDENDUM NO. 1 TO THE REQUEST FOR PROPOSAL  
TRANSACTION ADVISORY SERVICES**

---

**1. RFP ADDENDUM NO. 1**

---

The Local Government Department hereby issues this RFP Addendum No. 1 to set out the following changes and amendments to the RFP Documents comprising the Request for Proposal dated May 28, 2018 (“**RFP**”) and the draft Consultancy Agreement attached thereto (“**DCA**”), previously circulated in respect of the Project, which amendments and changes shall stand incorporated in the RFP Documents. Notwithstanding anything to the contrary, all relevant provisions of the RFP Documents shall stand amended to the extent required to give effect to the matters set out in this RFP Addendum No. 1.

*Unless expressly specified otherwise, all capitalized terms used herein shall bear the meaning ascribed thereto in the RFP or DCA, as the case may be.*

**1.1** Section 2.3 of the RFP shall stand replaced and be read as follows:

“The estimated time table for the bidding process is as follows:

<b>Activity</b>	<b>Target Date</b>
Issuance of RFP	28 <sup>th</sup> May 2018
Clarifications / Comments Request Deadline	1 <sup>st</sup> June 2018
Pre-Bid Conference	4 <sup>th</sup> June 2018
Response to Questions Document Issuance/ Issuance of Addendum to RFP	14 <sup>th</sup> June 2018
Bids Submission Deadline	29 <sup>th</sup> June 2018
Technical Bids Opening	29 <sup>th</sup> June 2018
Financial Bid Opening	3 <sup>rd</sup> July 2018
Announcement of Preferred Bidder	9 <sup>th</sup> July 2018
Letter of Award	12 <sup>th</sup> July 2018
Execution of Consultancy Services Agreement	16 <sup>th</sup> July 2018



**50 MW POWER PLANT FOR K-IV PHASE I  
ADDENDUM NO. 1 TO THE REQUEST FOR PROPOSAL  
TRANSACTION ADVISORY SERVICES**

1.2 Section 2.28 (*Schedule of Deliverables & Data Sheet*) of the RFP shall stand amended/replaced and be read as follows:

**“Schedule of Deliverables:**

	<b>Phase-1: Feasibility</b>	<b>Timeline</b> <i>(from signing of Consultancy Contract)</i>	<b>Payment</b>
1	Inception Report <i>(shall cover 5.3.1.1 of ToR)</i>	1 week	0%
2	Technical Options Assessment <i>(shall cover 5.3.1.2 of ToR)</i>	2 weeks	5%
2	Identification of Project Location <i>(shall cover 5.3.1.3 of ToR)</i>	1.5 months	5%
3	Technical & Financial Feasibility Study, including Fuel Supply Chain Analysis <i>(shall cover 5.3.1.4 of ToR)</i>	3 months	15%
4	Financial Viability Assessment Report <i>(shall cover 5.3.1.5 of ToR)</i>	3.5 months	10%
5	PPP Options Analysis Report <i>(shall cover 5.3.1.6 of ToR)</i>		05%
6	Legal, Institutional and Regulatory Assessment Report <i>(shall cover 5.3.1.7 of ToR)</i>		05%

*\*The timeline is from signing of Consultancy Services Agreement for each deliverable*

	<b>Phase-2: Transaction Advisory</b>	<b>Timeline</b> <i>(from signing of Consultancy Contract)</i>	<b>Payment</b>
6	Marketing & Submission of Procurement Package <i>(shall cover 5.3.2.1 &amp; 5.3.2.2 of ToR)</i>	4 Months	15%
7	Issuance of Bid Documents to the Bidders <i>(shall cover 5.3.2.3 of ToR)</i>	5 Months	05%
8	Submission of Bid Evaluation Report <i>(shall cover 5.3.2.4 of ToR)</i>	8 Months	05%
9	Issuance of Letter of Award/Acceptance	9 Months	05%



**50 MW POWER PLANT FOR K-IV PHASE I  
ADDENDUM NO. 1 TO THE REQUEST FOR PROPOSAL  
TRANSACTION ADVISORY SERVICES**

	<i>(shall cover 5.3.2.5 of ToR)</i>		
--	-------------------------------------	--	--

*\*The timeline is from signing of Consultancy Services Agreement for each deliverable*

	<b>Phase-3: Transaction Negotiation and Financial Closure</b>	<b>Timeline (from signing of Consultancy Contract)</b>	<b>Payment</b>
10	Drafting, Negotiation and/or finalization of all relevant project documents, including Power Purchase Agreement, Implementation Agreement, Gas/Fuel Supply Agreement(s), Land Lease/Licensing Agreement, Wheeling Agreement, Financing Documents <i>(shall cover 5.3.3.1 of ToR)</i>	10 months	10%
11	Signing of Power Purchase Agreement and Implementation/Concession Agreement <i>(shall cover 5.3.3.2 of ToR)</i>	12 months	5%
12	Financial Close <i>(shall cover 5.3.3.3 of ToR)</i>	16 months	10%

*\*The timeline is from signing of Consultancy Services Agreement for each deliverable*

**DATA SHEET**

The following specific data shall supplement the provisions in the Document:

<b>1</b>	<b>Project Name</b>	50 MW Power Plant for K-IV Phase 1 project
<b>2</b>	<b>Address and Contact Person of Procuring Agency</b>	<b>Mr. Zafar Ahmed</b> <b>Designation: SE, K-IV</b> <b>KW&amp;SB</b> <b>Government of Sindh</b> Tel: +92-99245160
<b>3</b>	<b>Address and Contact Person of PPP Unit</b>	<b>Mir Yahya Ismail</b> <b>Director, PPP Unit, Sindh Secretariat</b> Government of Sindh, 7th Floor, A.K. Lodhi Block (Building No. 6), Kamal Atta-Turk Road, Sindh Secretariat, Karachi, Pakistan. Tel: +92-21-99 222 187 Email: mi2377@columbia.edu



**50 MW POWER PLANT FOR K-IV PHASE I  
ADDENDUM NO. 1 TO THE REQUEST FOR PROPOSAL  
TRANSACTION ADVISORY SERVICES**

<b>4</b>	<b>Address for Submission of Bids</b>	<b>Special Secretary, Local Government Department</b> Address: Ground Floor, Local Government Department, Sindh Secretariat.
<b>5</b>	<b>Pre-Bid Meeting</b>	11:00 A.M, 4 <sup>th</sup> June, Committee Room of Local Government Department
<b>6</b>	<b>Submission Deadline date and time</b>	11:00 A.M. Pakistan time on _29 <sup>th</sup> June2018
<b>7</b>	<b>Bid Opening date and time</b>	11:30 A.M. Pakistan time on 29 <sup>th</sup> June 2018
<b>8</b>	<b>Envelops</b>	“ORIGINAL PROPOSAL” DOCUMENTS IN TECHNICAL PROPOSAL or FINANCIAL PROPOSAL as appropriate; and, DO NOT OPEN, EXCEPT IN PRESENCE OF THE CONSULTANT SELECTION COMMITTEE on outer envelope.
<b>9</b>	<b>Language of Bid and correspondence</b>	English
<b>10</b>	<b>Proposal Validity</b>	90 days from the closing date of submission of proposal.
<b>11</b>	<b>Evaluation Criteria</b>	Minimum 75 points for technical proposal qualification. Refer Section 6A
<b>12</b>	<b>Scoring System</b>	Refer Section 6B
<b>13</b>	<b>Method of Selection</b>	Quality and Cost Based Selection (QCBS) Method
<b>14</b>	<b>Bid Security</b>	The Consultant shall deposit a bid security <b><u>in original Financial Proposal</u></b> of an amount equivalent to 1% (one per cent) of the Bid Price in the form of pay order or demand draft or bank guarantee favoring “Local Government Department”, which shall remain valid for a period of 28 days beyond the Proposal validity period for bids, in order to provide the Procuring Agency reasonable time to act, if the security is to be called;
<b>15</b>	<b>Performance Security</b>	1% of Bid Price
<b>16</b>	<b>Contract Stamping</b>	Duly stamped @ 0.35% of Bid Price by successful bidder at its own cost
<b>17</b>	<b>Tax Liability</b>	Government of Sindh will deduct applicable taxes.



**50 MW POWER PLANT FOR K-IV PHASE I  
ADDENDUM NO. 1 TO THE REQUEST FOR PROPOSAL  
TRANSACTION ADVISORY SERVICES**

1.3 Section-3 Form FIN-2 of the RFP shall stand amended/replaced with the following:

**“FORM FIN-2                      SUMMARY OF COSTS (in Local Currency PKR)**

Description	Amount (in Rs)	Amount Payable to Each Member
<b>Phase I: <u>Feasibility</u></b>	<b>45%</b>	
Inception Report	0%	
Technical Options Assessment	5%	
Identification of Project Location	5%	
Technical & Financial Feasibility Study, including Fuel Supply Analysis ]	15%	
Financial Viability Assessment Report	10%	
PPP Options Analysis Report	05%	
Legal, Institutional & Regulatory Viability Report	05%	
<b>Phase II: <u>Transaction Advisory</u></b>	<b>30%</b>	
Marketing & Submission of Procurement Package	15%	
Issuance of bid documents to Bidders	05%	
Submission of Bid Evaluation Report	05%	
Issuance of Letter of Award/Acceptance	05%	
<b>Phase III: <u>Transaction Negotiation &amp; Financial Close</u></b>	<b>25%</b>	
Drafting, Negotiation and Finalization of all Project Documents	10%	
Signing of Power Purchase Agreement and Implementation/Concession Agreement	05%	
Financial Close	10%	
<b>Total Costs inclusive of Taxes</b>		

\*\* Total Costs net of taxes shall be considered for financial evaluation



**50 MW POWER PLANT FOR K-IV PHASE I  
ADDENDUM NO. 1 TO THE REQUEST FOR PROPOSAL  
TRANSACTION ADVISORY SERVICES**

---

Note: No escalation shall be payable during the services”

- 1.4 Section 5 (*Terms of Reference*) of the RFP shall stand amended/replaced and be read as follows:

**5. “TERMS OF REFERENCE**

**5.1 Project Background**

**5.1.1** With increased urbanization and growing population, water deficit in the city of Karachi has been constantly increasing and has reached critical levels. Keeping in view the water shortages, Local Government department, Government of Sindh (the “Procuring Agency”) has been developing Phase 1 of Greater Karachi Bulk Water Project (K-IV Phase I project) in collaboration with the federal government to augment the city's daily water supply. The estimated cost of K-IV Phase 1 project is approximately about Rs 25.5 billion, while it is designed to provide 650 million gallons of water daily to Karachi in three phases. The new water supply will be extracted from Keenjhar Lake through three water canals. The project is scheduled for completion in mid-2019. For K-IV Phase 1 project, dedicated power supply of 50 MWs for pumping stations (1 & 2) is required at competitive rates for smooth operations of the project.

**5.1.2** For this purpose, the Local Government Department, Government of Sindh is interested in carrying out detailed technical and financial feasibility study and furthermore seeks Transaction Advisory Services to develop and execute a power project (the “Project”) to meet power needs for K-IV Phase-1 project under Public Private Partnership (PPP) mode. The project is required to provide uninterrupted power supply of 50 MWs at competitive rates. The Project will be developed under Build, Own and Operate (BOO) structure and is expected to have all the fiscal incentives that are otherwise available to an IPP under Power Policy 1994.

**5.1.3** The Project is expected to provide uninterrupted power supply to pumping station 1 (PS 1) and pumping station 2 (PS 2) of K-IV Phase 1 project. PS 1 and PS 2 are located at a distance of approximately 28 kms from each other.

**5.1.4** The Project will be developed in an island mode with limited or no back up power supply from nearby power distribution network of HESCO. The power system of the Project will have adequate redundancy to ensure uninterrupted power supply to the pumping stations.





**50 MW POWER PLANT FOR K-IV PHASE I  
ADDENDUM NO. 1 TO THE REQUEST FOR PROPOSAL  
TRANSACTION ADVISORY SERVICES**

---

**5.1.5** Any transmission/distribution lines ensuring power supply to both pumping stations will be laid by NTDC/STDC.

**5.2 The Assignment**

**5.2.1** The transaction advisor (successful bidder) shall be required to conduct detailed technical and financial feasibility study and provide transaction advisory services for 50 MWs Power Plant for K-IV Phase-1 project.

**5.2.2** The scope of work has been broadly categorized into three phases. However, the Government reserves the right to end the Transaction Advisory Services for this assignment at the end of any of the phases if it is satisfied that proceeding further will not help achieve the Government objectives.

**5.3 Terms of Reference**

At any stage during any phase given below, the legal counsel, technical member(s) and financial member of the Consortium of the Consultant shall furnish legal, technical and financial opinion respectively as and when required by the Procuring Agency on any matter / document / agreement with regards to the Project. The internal co-ordination of the advisory Consortium of Consultants is sole responsibility of the Lead Consortium member.

**5.3.1 PHASE 1: Feasibility** shall include but not limited to the following components:

**5.3.1.1 Inception Report**

a) Provide a detailed layout of work approach to the Project. The report will clearly articulate overall requirements of the Project with respect to the proposed methodology, detailed program of work, progress updates and any additional requirements. It will at least clearly articulate the main objectives of the Project together with the activities that are planned for in order to meet those objectives.

**5.3.1.2 Technical Options Assessment**

a) Provide techno-commercial cost and benefit analysis of at least the following technical options applicable to the Project:

- a. Power supply entirely based on base-load thermal generation, such as NG/RLNG
- b. Power supply entirely based on renewable sources of power, i.e., solar and/or wind



**50 MW POWER PLANT FOR K-IV PHASE I  
ADDENDUM NO. 1 TO THE REQUEST FOR PROPOSAL  
TRANSACTION ADVISORY SERVICES**

---

- c. Power supply including mix of thermal (NG/RLNG), and solar or wind or a combination of all three.
- b) Provide a list of projects along with industries with similar power supply solutions, and a list of potential technology options that are commercially available around the region/world.
- c) Run techno-commercial analysis along with recommendations on seeking back-up supply from local distribution company (HESCO)
- d) Techno-commercial analysis of transmission/distribution interconnection between the Project and pumping stations (1 & 2) of K-IV Phase 1 project.

**5.3.1.3 Identification of Project Location**

- a) Keeping in mind the proposed power mix recommended under 5.3.1.2, provide a comprehensive list of parameters relevant in land selection for 50 MW power plant including at least access to closest grid network, distance between two pumping stations, land terrain most suitable for laying of transmission lines, interconnection with local power distribution network, availability of water for power complex, legal and physical status of land on the ground, and access to closest gas/fuel distribution network.
- b) Conduct surveys of land area located between pumping station 1 and pumping station 2 of K-IV Phase 1 project in consultation with all relevant departments including NTDC/STDC and SSGC.
- c) Based on a comprehensive list of parameters above, propose and recommend land options (priority-wise) most suitable for the installation of power station. The Procuring Agency shall then finalize land options for the implementation of project.

**5.3.1.4 Technical & Financial Feasibility Study, including analysis of Fuel Supply Chain**

- a) Assess the proposed/identified site(s) selected as Project location.
- b) Identify the risks associated with the proposed site(s) and suggest mitigations. The risks should highlight the following:
  - i. Nature of land and corrective measures if unsuitable to be used in the raw form



**50 MW POWER PLANT FOR K-IV PHASE I  
ADDENDUM NO. 1 TO THE REQUEST FOR PROPOSAL  
TRANSACTION ADVISORY SERVICES**

---

- ii. Suggest Government agencies the issues required for the Clearance of the proposed site of all the risks lying in the form of buried utilities, overhanging utilities or any other obstruction
  - iii. Carryout all the relevant technical tests to certify that the available land is fit to be used for the project.
- c) Load Flow Study adequately incorporating transmission data and nature of power requirement of the pumping stations.
  - d) Topographic survey and develop preliminary design of the facility.
  - e) Carryout the initial environment examination (IEE) of the project considering all aspects of environment.
  - f) Develop preliminary plant layout including type of technology, plant fuel, water requirements, percentage of power mix (thermal, solar and/or wind), fuel supply and interconnection with gas network, interconnection with pumping station 1 and pumping station 2 of K-IV and preliminary grid infrastructure network.

**5.3.1.5 Financial Viability Assessment**

- a) Develop financial model of the Project covering the projected revenues, construction/development and Operations & Maintenance cost estimates over the life of the Project;
- b) Prepare cost estimates for allied facilities and ancillary works based on the schematic designs;
- c) Prepare a list of fiscal incentives that are in line with incentives available to Independent Power Plants (IPPs) and Captive Power Plants (CPPs) that may be available to the developer.

**5.3.1.6 PPP Options Analysis**

- a) Prepare a viable transaction structure for implementation of the Project;
- b) Value for Money (VfM) analysis based on public sector comparator model;



**50 MW POWER PLANT FOR K-IV PHASE I  
ADDENDUM NO. 1 TO THE REQUEST FOR PROPOSAL  
TRANSACTION ADVISORY SERVICES**

---

- c) Identify possible PPP options and their impact on the financial and commercial viability, financial model and transaction structuring;
- d) Identify possible Government support may be required by developer, both financial and regulatory.
- e) Identify the project risks and develop risk matrix.

**Note:** The Transaction Advisor would be responsible to undertake all related surveys and carryout all relevant technical studies needed for preparation of feasibility study report.

**5.3.1.7 Legal, Institutional and Regulatory Assessment**

- a) What laws, rules, regulations will be involved in the project implementation?
- b) In case of un-availability of fiscal incentives available to IPP, what approaches may be adopted to make the Project bankable?
- c) What kind of District, Provincial and Federal approvals are required for establishing the project?
- d) What will be the role of NEPRA during project development, execution and operation phase?
- e) Develop a time line of approvals required at various stages.

**5.3.2 PHASE 2: Bid Management** shall include but not limited to the following components:

**5.3.2.1 Marketing**

- a) Sensitize potential investors, developers, operators and financiers for the project and seek their feedback for incorporation in the project structure;
- b) Seek investor interest and feedback on project prior to launch of official solicitation and organize marketing road-shows and investor conferences;



**50 MW POWER PLANT FOR K-IV PHASE I  
ADDENDUM NO. 1 TO THE REQUEST FOR PROPOSAL  
TRANSACTION ADVISORY SERVICES**

---

- d) Assist the Procuring Agency to establish a data room/dashboard which will include all technical studies/drawings and the relevant project documentation/information on the Project for investor due diligence.

**5.3.2.2 Package**

- a) Prepare Notice for **Pre-qualifications**, pre-qualification criteria, pre-qualification document, request for proposal (the **RFP**) documents, and relevant project agreements (as per applicable standards) including Power Purchase Agreement, Wheeling Agreement, Gas/Fuel Supply Agreement(s), Concession Agreement/Implementation Agreement and project information memorandum for bidders;
- b) Presentation of feasibility study outcomes and proposed project structure to the PPP Policy Board for necessary approvals.

**5.3.2.3 Issuance of Bid Documents**

- a) Presentation of project bidding documents to the technical & financial evaluation committee (TFEC) for necessary approvals.
- b) Issuance of bidding documents including EOI, pre-qualification document, RFP, draft concession agreement and project information memorandum to bidders pursuant to SPPRA rules.

**5.3.2.4 Submission of Bid Evaluation Report**

- a) Assist the Procuring Agency in inviting proposals from the pre-qualified bidders and handle queries, if any received in response to the RFP, of the pre-qualified bidders by attending pre-bid meeting(s).
- b) Assist the Procuring Agency to evaluate the bids including technical and financial proposals.
- c) Presentation of bid evaluation outcomes to the technical & financial evaluation committee (TFEC) for necessary approvals.
- d) Assist the Procuring Agency in preparation of Bid Evaluation Report.

**5.3.2.5 Issuance of Letter of award/acceptance**



**50 MW POWER PLANT FOR K-IV PHASE I  
ADDENDUM NO. 1 TO THE REQUEST FOR PROPOSAL  
TRANSACTION ADVISORY SERVICES**

---

- a) Presentation of project procurement outcomes and project structure to the PPP Policy Board for necessary approvals.
- b) Assist the Procuring Agency in issuance of Letter of award/acceptance to preferred bidder.

**5.3.3 PHASE 3: Transaction Negotiation and Financial Closure** shall include but be not limited to the following:

**5.3.3.1 Drafting, Reviewing, Negotiation and/or Finalization of all Project Documents including** Power Purchase Agreement, Implementation Agreement, Wheeling Agreement, Gas/Fuel Supply Agreement, Land Lease/License Agreement (if required), and financing documents

**5.3.3.2 Transaction Negotiation and Execution**

- a) Assist in final negotiation with the preferred party;
- b) Presentation of project structure to the TFEC / PPP Policy Board for necessary approvals.
- c) Assist in execution of all relevant documents including the Power Purchase Agreement, Implementation/Concession Agreement, Wheeling Agreement, Land lease/License Agreement (if required), between GOS, Special Purpose Vehicle/Company (SPV) and the successful bidder;

**5.3.3.3 Financial Closure**

- a) Assist the GoS by achieving financial close.

**1.5** Section-6 B (*Scoring System*) of the RFP shall stand amended/replaced and be read as follows:

**“B – Scoring System**

The Technical Proposal will be evaluated on the basis of the criteria given below:

<b>Criteria</b>		<b>Marks</b>
<b>1. Firm's relevant Experience</b>	Transaction Advisory experience for more than 10 MW Power Generation projects	7.5



**50 MW POWER PLANT FOR K-IV PHASE I  
ADDENDUM NO. 1 TO THE REQUEST FOR PROPOSAL  
TRANSACTION ADVISORY SERVICES**

<i>(Assignment components under process are not eligible for scoring)</i>	7 or more projects	7.50 marks	
	5 projects	5.00 marks	
	3 project	3.00 marks	
	Transaction Procurement experience for PPP projects or Power Sector projects		05
	5 or more projects	05 marks	
4 projects	04 marks		
3 projects	03 marks		
2 projects	02 marks		
1 project	01 mark		
Feasibility study experience of similar sized thermal power generation projects		15	
7 or more project	15 marks		
6 projects	12 marks		
5 projects	10 marks		
4 projects	08 marks		
3 projects	06 marks		
2 projects	04 marks		
1 project	02 marks		
Consultancy/feasibility experience for developing renewable / hybrid ( Solar and / or wind) power generation projects		10	
3 or more projects	10 marks		
2 projects	06 marks		
1 project	03 marks		
Feasibility study or O&M solution or transaction advisory experience of power transmission/distribution projects		7.5	
5 projects	7.5		
marks			



**50 MW POWER PLANT FOR K-IV PHASE I  
ADDENDUM NO. 1 TO THE REQUEST FOR PROPOSAL  
TRANSACTION ADVISORY SERVICES**

	3 projects 1 project	4 marks 2 marks	
	<b>TOTAL</b>		<b>45</b>
<b>2.Key Professional Staff</b>	<b>Financial Team</b>		10
	Financial Team Leader	6 marks	
	Project Finance Specialist	4 marks	
	<b>Technical Team</b>		20
	Thermal Power Generation Expert	05 marks	
	Power Distribution/Transmission Expert	05 marks	
	Renewable Power Generation Expert (Solar and/or Wind)	04 marks	
	Civil/Structural Engineer	04 marks	
	Environmentalist	02marks	
	<b>Legal Team</b>		15
	Legal Team Leader	10 marks	
	Legal & Regulatory Expert	05 marks	
	<b>TOTAL</b>		<b>45</b>
<b>3.Financial Capability</b>	Average annual turn-over of last three (3) years		04
	PKR 100 million	04 marks	
	PKR 70 million	03 marks	
	PKR 50 million	02 marks	
	PKR 40 million	01 mark	
	* Bidders to submit audit financial statements of last three years. In case of Consortium, the Lead member firm shall furnish audited financial		





**50 MW POWER PLANT FOR K-IV PHASE I  
ADDENDUM NO. 1 TO THE REQUEST FOR PROPOSAL  
TRANSACTION ADVISORY SERVICES**

	<i>statements</i>	
<b>4. Understanding of the Assignment and Proposed Methodology</b>	Appreciation of TOR and understanding of the assignment	02
	Proposed Methodology	02
	Work Plan and Manning Schedule	02
	<b>TOTAL</b>	<b>10</b>
<b>Total</b>		<b>100</b>

*The Local Government Department may conduct a Presentation from bidders during the Technical evaluation period for clarity on Technical Proposal.*

The weight age points given to evaluation sub-criteria for qualifications and competence of key staff are:

#	FINANCIAL TEAM	Weightage
1	Financial Team Leader	<u>Qualification:</u> CA/CFAACCA/MBA (25%) Bachelors in Finance/Accounting/Business Administration (15%)  AND with  <u>Relevant Experience</u> Experience of financial advisory in the power sector  More than 10 years 75% 7-10 years 60% 5-7 years 40% Less than 5 years 15%
2	Project Finance Specialist	<u>Qualification:</u> CA/CFAACCA/MBA (25%) Bachelors in Finance/Accounting/Business Administration (15%)  AND with  <u>Relevant Experience</u> Experience of developing financial models/financial structuring of projects in the power sector  More than 10 years 75% 7-10 years 60%



**50 MW POWER PLANT FOR K-IV PHASE I  
ADDENDUM NO. 1 TO THE REQUEST FOR PROPOSAL  
TRANSACTION ADVISORY SERVICES**

		5-7 years	40%
		Less than 5 years	15%
	<b>TECHNICAL TEAM</b>	<b>Weightage</b>	
1	Thermal Power Generation Expert	<u>Qualification:</u> Masters/PhD in Engineering or related (25%) Bachelors in Engineering or related (15%)  AND with  <u>Relevant Experience</u> Technical experience in thermal power generation projects  More than 10 years 75% 7-10 years 60% 5-7 years 40% Less than 5 years 15%	
2	Power Distribution/Transmission Expert	<u>Qualification:</u> Masters/PhD in Electrical Engineering or related (25%)  BE Electrical Engineering (15%)  AND with  <u>Relevant Experience</u> Technical experience in power distribution and/or transmission field  More than 6 years 75% 4-6 years 60% 2-4 years 40% Less than 2 years 15%	
3	Renewable Power Generation Expert (Solar and/or Wind)	<u>Qualification:</u> Masters/PhD in Engineering or related (25%) Bachelors in Engineering or related (15%)  AND with  <u>Relevant Experience</u> Experience in the renewable/hybrid power generation projects	



**50 MW POWER PLANT FOR K-IV PHASE I  
ADDENDUM NO. 1 TO THE REQUEST FOR PROPOSAL  
TRANSACTION ADVISORY SERVICES**

		<p>More than 6 years      75%</p> <p>4-6 years                60%</p> <p>2-4 years                40%</p> <p>Less than 2 years      15%</p>
4	Civil/Structural Engineer	<p><u>Qualification:</u> BE Civil Engineering (25%)</p> <p>AND with</p> <p><u>Relevant Experience</u> Experience in the civil works of power sector projects</p> <p>More than 10 years      75%</p> <p>7-10 years                60%</p> <p>5-7 years                 40%</p> <p>Less than 5 years      15%</p>
5	Environmentalist	<p><u>Qualification:</u> Masters/Bachelors Degree in Environmental Engineering or any Environmental discipline (25%)</p> <p>And with</p> <p><u>Relevant Experience</u> Experience in relevant field</p> <p>More than 10 years      75%</p> <p>7-10 years                60%</p> <p>5-7 years                 40%</p> <p>Less than 5 years      15%</p>
	<b>LEGAL TEAM</b>	<b>Weightage</b>
1	Legal Team Leader	<p><u>Qualification:</u> LLM / Bar at Law (25%) LLB (15%)</p> <p>AND with</p> <p><u>Relevant Experience</u> Experience of legal advisory on power projects. Experience of drafting procurement documents e.g. (EOIs, RFQ, RFP), Concession/PPP agreements /Implementation Agreement, Power Purchase</p>



**50 MW POWER PLANT FOR K-IV PHASE I  
ADDENDUM NO. 1 TO THE REQUEST FOR PROPOSAL  
TRANSACTION ADVISORY SERVICES**

		<p>Agreement, Fuel Supply Agreements, Wheeling Agreement, EPC contracts / O&amp;M agreements and/or negotiating such agreements.</p> <p>More than 10 years      75% 7-10 years                60% 5-7 years                 40% Less than 5 years      15%</p>
2	Legal & Regulatory Expert	<p><u>Qualification:</u> LLM / Bar at Law (25%) LLB (15%)</p> <p>AND with</p> <p><u>Relevant Experience</u> Experience of successfully dealing, negotiating with NEPRA, NTDC, STDC, DISCOs for power generation projects and or distribution/transmission project</p> <p>More than 10 years      75% 7-10 years                60% 5-7 years                 40% Less than 5 years      15%</p>

1.6 After Section 3.1.3 of the DCA, following Section 3.1.4 is to be added and be read as follows:

**“Section 3.1.4:**

*The members of the Advisory Consortium shall raise the invoices individually (along with the cover letter from the Lead Advisor) upon completion of respective milestones (as specified in **Schedule C**). All payments under this Agreement shall be made to the invoicing party of the Advisory Consortium (provided the invoice is accompanied by the cover letter of the Lead Advisor). The GoS shall make payment to the individual member of the Advisory Consortium separately as intimated by the Lead Advisor.”*

1.7 Except as set out herein, all other provisions of the RFP Documents shall remain unchanged.



**50 MW POWER PLANT FOR K-IV PHASE I  
ADDENDUM NO. 1 TO THE REQUEST FOR PROPOSAL  
TRANSACTION ADVISORY SERVICES**

---

---

**THE END**

---