

TERM OF REFERENCE (TORs) FOR
SHORT TERM CONSULTANCY SERVICES FOR FINANCIAL ADVISORY
SERVICES

Introduction:

The Consultant will be responsible to provide expert input into PPP Projects on financial Structuring and explicit and implicit financial costs to government. The Consultant shall be someone with solid project finance experience on a number of projects in a number of sectors from a private sector financing perspective as well as experience in understanding the project risk to both public and private sector participants.

Scope of Work: The Consultant will be engaged to review and conduct pre-feasibility studies to check initial viability of different concepts. The consultant will also review the feasibility studies of other projects conducted by Transaction Advisors. The consultant is expected to:

- Evaluate the level of direct and contingent liability Government of the Punjab support sought for PPP projects;
- Review project proposals (as PPP Act, 2019) according to overall PPP policy as well as with their development impact, financial attractiveness, and readiness for implementation;
- Provide feedback on the feasibility studies required in order to demonstrate project viability;
- Review and conduct pre-feasibility studies of different concepts to check the initial viability of concepts under PPP mode.
- Assist in finalization of financial structure for projects based on a knowledge of the market ability to provide finance and bear risk;
- To assist that the government's explicit and implicit fiscal obligations and risk are determined in the project proposal and that these are communicated to the Government for risk and fiscal management including guarantees and other instruments;
- Analysis of financial model, both in the feasibility studies and in project proposals submitted to ensure that the projects are affordable, financially sound and sustainable with appropriate risk allocation;
- Contribute to the development of PPP Methodologies.
- Any other task assigned by the Punjab PPP Authority.

Duration of Contract:

Individual Short-term consultancy as per Punjab Procurement Rules, 2014. The starting date will be upon issuance of LOA. The contract will be sign within 15 days. The contract can be terminated at any time with one month notice by authority.

Eligibility Criteria:

The financial consultant should possess the following minimum qualification.

- CFA/ CA/ ACMA/ ACCA, CIMA, MBA in Finance from a local or foreign university / a well reputed Institute recognized from the HEC.
- Higher education in the same discipline will be preferred.

Experience:

- Minimum four (04) years post-qualification professional experience in leading program/ projects (preferably PPP Projects) with thorough understating of Financial Models and Financial Appraisal Tools for evaluation of PPP Projects proposals.
- Knowledge of Capital Markets and Investment Funds will be added advantage.

Payment Plan:

SN	Deliverable	Payment Release (%)
1	Validation of Unsolicited Proposals (USP) w.r.t. to Financial and Commercial matters.	20%
2	Conduct initial assessment and pre-feasibility of Group-A (15) identified concepts / ideas to be considered for PPP modality.	20%
3	Conduct initial assessment and pre-feasibility of Group-B (15) identified concepts / ideas to be considered for PPP modality.	20%
4	Review and evaluate the <u>project proposal (A)</u> w.r.t. financial viability	20%
5	Review and evaluate the <u>project proposal (B)</u> w.r.t. financial viability	20%
	Total	100%

**INDIVIDUAL CONSULTANT REQUIRED FOR SHORT TERM CONSULTANCIES****Punjab Public Private Partnership Authority (P4A) requires support of the following:**

Sr	Consultancy	No.	Eligibility Criteria for Short Term Consultancies
1	Consultancy for Consultant Financial Advisory Services	01	<ul style="list-style-type: none"> • CFA/ CA/ ACMA/ ACCA, CIMA, MBA in Finance from a local or foreign university / a well reputed institute recognized from the HEC. • Higher education in the same discipline will be preferred. • Minimum four (04) years post-qualification professional experience in leading program/ projects (preferably PPP Projects) with thorough understanding of Financial Models and Financial Appraisal Tools for evaluation of PPP Projects proposals. • Knowledge of Capital Markets and Investment Funds will be an added advantage.
2	Legal Advisor for Legal Advisory Services	01	<ul style="list-style-type: none"> • LL.M/Barrister at Law/LL.B/LL.B (Hons.) from a local or foreign university / a well reputed institute recognized from the HEC. • Higher education in the same discipline will be preferred. • Minimum ten (10) years post-qualification professional experience and registered with Bar. The candidate should have expertise of handling corporate legal matters, price matters, drafting of laws, rules, procedures and appearing before the Punjab Service Tribunal / Civil / Subordinate Court, High Court & Labor Appellate Tribunal. • Knowledge of Public Financial Rules as well as Legal Documentation of PPP Agreements/Contract Management. • The candidate should be well versed with Labor Laws, Income Tax Ordinance 2001, Sales Tax Act, 1990 & PPRA Rules, 2014

Application Instruction For financial Advisory

1. The interested individual consultants having expertise in above mentioned fields may submit their applications not later than 1100 Hours on last date of submission of bids i.e. 08th January, 2024, and bids shall be opened at 1130 hours on the same date, as per PPRA Rules, 2014.
2. The application should clearly indicate the Nature of Consultancy applied for one side of envelope along with detailed CV, 01 Passport size photograph and attested copies of all relevant documents, copy of domicile, CNIC, Certificates, Degrees. Late and incomplete applications will not be entertained.
3. The services of aforementioned individual consultant will be hired initially for the period of six (06) months through competitive process.
4. The hiring/recruitments will be made strictly on merit basis in accordance with the rules and selection criteria.
5. Detailed terms of references (TORs), qualification, and experience detail are available at <https://p4a.punjab.gov.pk/>.
6. Only shortlisted consultants will be called for interview, if required & No TA/DA shall be paid for appearing in the interview.
7. Individual Consultancy fee is as per Punjab PPRA rules, 2014.
8. P4A management may reject the acceptance of a proposal, as provided under Rule-35 of Punjab Procurement Rules, 2014.

Application Instructions for Legal Advisory

1. The interested individual consultants having expertise in above mentioned fields may submit their applications not later than 1100 Hours on last date of submission of bids i.e. 08th January, 2024, and bids shall be opened at 1130 hours on the same date, as per PPRA Rules, 2014.
2. Monthly retainer ship fee Rs. 150,000/- to 200,000/- as lump-sum inclusive of all applicable taxes will be paid.
3. The application should clearly indicate the position applied for on side of envelope along with detailed CV, 01 passport size photograph and attested copies of all relevant documents, copy of domicile, CNIC, Experience Certificates, Degrees, Copy of Legal Practice license from bar council. Late and incomplete applications will not be entertained.
4. The retainer ship tenure is for the period of two (02) years.
5. The hiring/recruitment will be made strictly on merit basis in accordance with the rules and selection criteria.
6. Detailed terms of references (TORs), qualification, and experience are available at www.p4a.punjab.gov.pk/.
7. Only shortlisted candidates will be called for interview & No TA/DA shall be paid for appearing in the interview.
8. Individual Consultancy fee is as per Punjab PPRA rules, 2014.
9. P4A management may reject the acceptance of a proposal, as provided under Rule-35 of Punjab Procurement Rules, 2014.