

**REQUEST FOR EXPRESSION OF INTEREST****CONSULTANCY FOR THE PROCESS OF PROMOTION OF THE PRIVATE INITIATIVE (PI)
"COMPREHENSIVE SOLID WASTE MANAGEMENT OF THE HEALTH FACILITIES OF THE
MINISTRY OF HEALTH IN METROPOLITAN LIMA" - IP GIRSE****I. Description of the project¹**

The private initiative "Comprehensive solid waste management of the health facilities of the Ministry of Health in Metropolitan Lima" (hereinafter, the PROJECT), aims to provide the service of comprehensive solid waste management, under a Public-Private Partnership contract (PPP), in the health facilities (EESS) of the Ministry of Health (MINSA) located in Metropolitan Lima.

The PROJECT will be developed in compliance with Health Technical Standard No. 144-MINSA/2018/DIGESA called "Comprehensive solid waste management in health facilities, support medical services and research centers" (hereinafter NTS 144), approved by Ministerial Resolution (RM) No. 1295-2018/MINSA or the one that replaces it, as well as the other legal or technical regulations that may be applicable.

II. Consulting objective

Provide comprehensive advice (technical, environmental, financial, legal and from other specialties that may be required) to PROINVERSIÓN in the phases established in Numeral 30.1 of Article 30 of Legislative Decree No. 1362 of Formulation, for the Evaluation Report component, regulated by the normative of the National System for the Promotion of Private Investment, Structuring and Transaction of the PROJECT, in the terms described herein.

III. Scope of the service

The CONSULTANT will carry out, in general, the following activities:

- a) Prepare the Evaluation Report (ER).
- b) Prepare the Integrated Evaluation Report (IER).
- c) Prepare the preliminary versions of the PPP Contract including the Initial Version (IVC) and the Final Version of the Contract (FVC) to be signed by the awardee of the PROJECT with the Peruvian State, for which the awardee must prepare all the technical, economic, financial, environmental and legal support that are necessary.
- d) Prepare and submit, at the request of PROINVERSIÓN, all updates of the ER, IER, Preliminary Versions and FVC of the PPP Contract that are required until the PROJECT is awarded.
- e) Prepare the proposal of bases for the contest in case there are interested third parties.

¹ If more information is required, the interested party must request it from PROINVERSIÓN and sign a Confidentiality Agreement before receiving it.



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- f) Propose and carry out marketing and promotion activities within the framework of the private investment promotion process (PIPP) linked to the PROJECT.
- g) Propose the competition factor for the public tender within the framework of the PIPP linked to the PROJECT.
- h) Permanently advise PROINVERSIÓN in the development of the PIPP, answering all kinds of inquiries and observations raised by different actors from the public and private sectors.

The service will be developed within the framework of what is established by Legislative Decree No. 1362, its Regulation approved by Supreme Decree No. 240-2018-EF (hereinafter, the Regulation), NTS 144 and all complementary regulations that are applicable, including those that modify or replace them.

IV. Qualifications and experience required to the consultant

The minimum requirements that companies must meet in the selection process are the following:

a. Regarding the Consultant (legal person or consortium of these):

- i) You must accredit five (5) experiences in advising (technical and financial) in the structuring or transaction phases (or their international equivalents) of projects in infrastructure or public services, through the Public Private Partnership (PPP)², mechanism, awarded, with a minimum investment amount of USD 60 million (per project), in the last fifteen (15) years. Your experience in each project should include having been responsible for the financial structuring and development of the financial model (shadow or proponent).
- ii) From the 5 experiences requested, at least two (2) of them must be in the (technical and financial) advice in structuring PPP projects in infrastructure or public services, in:
 - health (hospitals, health networks or specialized services or solid waste management³), or,
 - solid waste management in general.
- iii) Regarding the legal advice requested as part of its obligations, the CONSULTANT, as a condition for signing the contract for the provision of the service, must submit the documents (contract and credentials) that certify the contracting of the services of a LAW FIRM with Headquarters in Lima with extensive experience in consultancies related to Public Infrastructure Concession Contracts.

The LAW FIRM must have experience in legal advice to public or private entities, in the last ten (10) years, in at least five (5) awarded private investment promotion

² According to the definition established in Art. 29 of the Regulation of Legislative Decree No. 1362.

³ For the purposes of this Expression of Interest Request, Solid Waste Management includes: conditioning, segregation, storage, collection, transportation, valuation, treatment and final disposal



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processes related to state initiatives or private initiatives. Of the five (5) processes, a minimum of two (2) must refer to: health service projects or solid waste management.

The experience of the LAW FIRM must necessarily refer to: i) legal advice for the preparation or evaluation of contracts under the PPP⁴ modality, during the structuring or transaction phase; or ii) legal advice for the execution phase of the PPP contract, to a public entity or company in charge of its supervision, for a minimum period of one (1) year.

If the bidder (or a member of the consortium applying for the consultancy) presents a previous experience carried out in a consortium, the percentage of participation in that previous consortium must be indicated, at least 20% is accepted in order to consider that previous experience valid. This percentage of participation must be clearly indicated in the format 2.

b. Regarding the Minimum Equipment:

- i) The minimum technical team will be made up of:
 - Team Leader
 - Service Level Specialist
 - Specialist in Service Costs and Operations Management
 - Specialist in Economic-Financial Modeling
 - Legal Specialist

- ii) In the case of the members of the Minimum Technical Team, the accreditation of the experience by each specialist will also be carried out by means of an Affidavit, according to the format established in the Bases, in which the execution and completion of the service will be clearly described, as well as the functions performed by the specialist and which corresponds to the required specialty.

The profile of each member of the Minimum Team of Professionals must meet the following minimum conditions:

1. Team Leader.

Professional with a minimum of fifteen (15) years of professional practice, counted from obtaining the bachelor's degree or its creditable equivalent in the country of origin of the professional.

The professional must prove at least three (3) experiences⁵ in the structuring or transaction phases (or their international equivalents) of PPP projects, in infrastructure or public services, awarded, with a minimum investment amount of

⁴ According to the definition established in Art. 29 of the Regulation of Legislative Decree. No. 1362

⁵ For the purposes of this Request for Expression of Interest, for all professionals of the Minimum Technical Team, the duration of each experience must be a minimum of six (6) months, unless the need for a different period is expressly specified.



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USD 60 million (per project), in the last ten (10) years. In the required experiences, the professional must have led the team of advisors, exercising functions of director, manager or team leader, in the structuring or transaction phases, or their international equivalents.

Likewise, of such experiences, at least one (1) of them will be in PPP projects of:

- health (hospitals, health networks or specialized services or solid waste management), or,
- solid waste management in general

The Team Leader must have the ability to express himself orally and in writing in Spanish and English.

2. Service Level Specialist.

Professional with a professional title in Environmental Engineering, Sanitary Engineering, or related⁶, with a minimum of ten (10) years of professional practice, counted from obtaining the bachelor's degree or its creditable equivalent in the country of origin of the professional.

The professional must prove at least three (3) years of experience in the preparation, evaluation, implementation and/or supervision of solid waste management projects in health facilities.

The professional must accredit at least three (3) experiences in: the preparation or supervision or evaluation of service levels, or in the supervision of service quality or in the supervision of compliance with technical standards, in PPP projects (in infrastructure or public services), awarded with a minimum investment amount of USD 60 million (per project), in the last ten (10) years, either in the promotion process or in the contractual execution phase. Of these experiences, at least one (1) will be in PPP projects of solid waste management generated by health facilities.

3. Specialist in Service Costs and Operations Management

Professional with a minimum of ten (10) years of professional practice, counted from the obtaining of the bachelor's degree or its creditable equivalent in the country of origin of the professional.

The professional must accredit at least three (3) experiences in the management of operations and the costing of services in PPP projects, in infrastructure or public services, awarded with a minimum investment amount of USD 60 million (per project), in the last ten (10) years, in the promotion process or the contractual execution phase. Of these experiences, at least one (1) of them should be in PPP projects of:

⁶ Or the creditable equivalent in the country of origin of any of the aforementioned or similar careers where the curriculum includes waste management.



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- health (hospitals, health networks or specialized services or solid waste management), or,
- solid waste management in general.

4. Specialist in Economic-Financial Modeling

Professional in economics, business administration, engineering or related careers, with a minimum of ten (10) years of professional practice, counted from obtaining the bachelor's degree or its credible equivalent in the country of origin of the professional.

The professional must accredit at least four (4) experiences as responsible for the modeling and financial economic structuring of PPP projects in infrastructure or public services, awarded with a minimum investment amount of USD 60 million (per project), in the last ten (10) years, for a government entity, private entity or multilateral organization, in the structuring or transaction phases or its international equivalent.

5. Legal Specialist

Prove a minimum of fifteen (15) years of professional practice from the date of obtaining the professional title of lawyer.

Experience in legal advice for a government entity or private entity or multilateral organization, for six (6) projects hired under the PPP modality in infrastructure or public services, referring to state initiatives or private initiatives, in the structuring or transaction phases or their international equivalents, with an investment amount of USD 60 million (per project), in the last ten (10) years. Of such experiences, at least one (1) must be in PPP projects of:

- health (hospitals, health networks or specialized services or solid waste management), or,
- solid waste management in general.

The experience should refer to: i) legal advice in the preparation or evaluation of PPP contracts during the structuring or transaction phase; or ii) legal advice for the execution phase of the PPP contract, to the public body or company in charge of its supervision, for a minimum period of one (1) year.



V. Formality for the submission of Expression of Interest

Expressions of interest will be made up of the following documents:

- a. Format N° 1: Expression of Interest Letter signed by the legal representative or proxy of the interested party.
- b. Format N° 2: Affidavit of Experiences of the interested party duly filled out and signed by the legal representative or proxy.

VI. Criteria for determining the Short List of Qualified Bidders

The following criteria, in order of importance, will be used to determine the Short List:

- i. Number of experiences referred to the CONSULTANT, that meet the requirements requested by PROINVERSIÓN, indicated in section IV, and
- ii. Investment amounts and project terms of those experiences that meet the PROINVERSIÓN requirement.

Important notice: This is an unofficial translation. In the case of divergence between the English and Spanish text, the version in Spanish shall prevail



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Format N° 1

Expression of Interest Letter

Lima, xxxxxxx, 2020

Mrs.

María Elena Fernández Cervantes

Project Manager

PROINVERSIÓN

Av. Enrique Canaval Moreyra N°150, Piso 8, San Isidro

Lima, Peru

Dear Madam,

I, (name of the Legal Representative), holder of Identity Card N° _____, acting as Legal Representative of (name of the Company), hereby submit my interest in participating in the selection process for the hiring of comprehensive consultancy for the promotion process of the private initiative "Comprehensive Solid Waste Management of the Health Facilities of the Ministry of Health in Metropolitan Lima".

Yours faithfully,

[Name of the proposing consulting company]

City:

Address:

Telephones:

E-mail:

[Signature of the Legal Representative or Proxy]

[Name of the Legal Representative or Proxy]



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Format N° 2

Affidavit of Experiences

Name of the Company: _____

Date: _____

i) Experiences in consulting (technical and financial) in the structuring or transaction phases (or their international equivalents) of projects in infrastructure or public services, through the Public Private Partnership (PPP)⁷ mechanism, awarded, with an amount of minimum investment of USD 60 million (per project), in the last fifteen (15) years. Your experience in each project should include having been responsible for the financial structuring and for the development of the financial model (shadow or proponent).

N°	Name of the project	Client/Country	Consultancy Start Day	Consultancy End Date (*)	Investment Amount (US\$)	Description of consultancy activities	Customer contact (**)
1							
2							
3							
(...)							

ii) Experiences in consulting (technical and financial) in the structuring or transaction phases (or their international equivalents) of projects in infrastructure or public services, through the Public Private Partnership (PPP) mechanism, awarded, with an amount of minimum investment of USD 60 million (per project), in the last fifteen (15) years, in:

- health (hospitals, health networks or specialized services or solid waste management⁸), or,
- solid waste management in general.

The experience in each project must include having been responsible for the financial structuring and for the development of the financial model (shadow or proponent).

⁷ According to the definition established in Art. 29 of the Regulation of Legislative Decree No. 1362.

⁸ For the purposes of this Expression of Interest Request, **Solid Waste Management** includes: conditioning, segregation, storage, collection, transportation, valuation, treatment and final disposal.



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N°	Name of the project	Client/Country	Consultancy Start Day	Consultancy End Date (*)	Investment Amount (US\$)	Description of consultancy activities	Customer contact (**)
1							
2							
3							
(...)							

By signing this form, I declare that I am aware of and accept that, in the event of fraud or falsification of the information regarding which I make this affidavit, PROINVERSIÓN will proceed in accordance with the provisions of Numeral 34.3⁹ of Article 34^o of the TUO of the Law of General Administrative Procedure - Law N^o 27444, approved by Supreme Decree N^o 004-2019-JUS, published on 01.25.19.

[Signature and seal of the Legal Representative or Proxy]

[Name of the Legal Representative or Proxy]

(*) Only completed services will be considered. / (**) Current contact of the client as of the date of this affidavit

⁹ In case of verifying fraud or falseness in the affidavit, in the information or in the documentation submitted by the manager, the entity will consider the respective requirement not satisfied for all its effects, proceeding to declare the nullity of the administrative act supported by said declaration, information or document ; and impose on whoever has used that statement, information or document a fine in favor of the entity of between five (5) and ten (10) Applicable Tax Units in force on the date of payment; and, furthermore, if the conduct conforms to the assumptions set forth in Title XIX Offenses against the Public Faith of the Criminal Code, it must be communicated to the Attorney General's Office so that it may file the corresponding criminal action.