



PERÚ

Ministerio
de Economía y Finanzas

Agencia de Promoción
de la Inversión Privada

"Decenio de la Igualdad de oportunidades para mujeres y hombres"
"Año de la Lucha Contra la Corrupción y la Impunidad"

Request for Expressions of Interest

Comprehensive Consultancy services for the tender of projects to grant the concession of Project Longitudinal de la Sierra highway - Section 4: Huancayo - Izcuchaca - Mayocc - Ayacucho / Ayacucho - Andahuaylas - Pte. Sahuinto / Dv.Pisco - Huaytará - Ayacucho

I. Description of the Project

The Longitudinal de la Sierra highway- Section 4 is a national highway connecting the main cities of the Southern highlands of Peru. It runs across Junin, Huancavelica, Ayacucho, Apurimac and Ica. The highway starts in Huancayo locality, Department of June, and runs through Izcuchaca, Mayor, Huanta, Ayacucho, Ocros, Chincheros, Andahuaylas and others; and it connects to the Coastline through San Clemente-Ayacucho subsection. It is comprised by 18 subsections, and it is approximately 970 kilometers long in total.

The project comprises implementation of rehabilitation and improvement works, initial periodical maintenance and the subsequent operation and maintenance of the highway, aiming at conserving the road at the established service levels during the time of concession.

(IMAGE: CURRENT SITUATION SOUTHERN HIGHLANDS, SECTION 4)

Source: ProInversion

II. Objective of the consultancy

Hiring the services of a comprehensive consultant who will advise PROINVERSION during the stage of organization and transaction of the project "Longitudinal de la Sierra Highway - Section 4".

III. Scope of the service

In general terms, the consultancy shall comprise the following tasks:

a. Organizing the project and detecting significant contingencies that may delay the promotion process, mainly related to legal, financial and technical aspects, within the framework of Legislative Decree 1362 and Regulations (including the regulations amending or replacing it).



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b. Preparing the Comprehensive Assessment Report that will determine if the project is technically¹, economically and commercially feasible, and if it meets the content established in the Regulations to the Legislative Decree 1362 (including the regulations amending or replacing it), as well as the guidelines and directives into force at the moment of the provision of services.

c. Permanently advising ProInversion on the technical, financial and legal issues that need to be assessed, reviewed or amended during the project's organization and transaction stage.

d. Conducting promotion tasks aiming at promoting the participation of national and international bidders in the project's promotion process.

The description of the consultancy service scope comprises the main activities that shall be carried out by the Comprehensive Consultant, who - according to its experience and understanding of the subjects- may extend and/or improve it, provided that it is for the best development of the consultancy.

IV. Skills and experience required to get the consultant position

The minimum requirements that shall be met during the selection process are the following:

a. Referred to the Consultant (legal person or consortium):

- Experience providing consultancy services for the promotion of private investment under a Public Private Partnership (PPP) model for infrastructure projects, with an investment of no less than US\$ 100 million each. At least, three (3) jobs in the last 10 years.

- Experience in the development of financial structuring consultancies for infrastructure projects, with an investment of no less than US\$ 100 million each. At least three (3) jobs in the last 10 years.

For the experience to be valid: i) in the event that the consultancy or advisory has been provided as a part of a consortium, the company should have had a minimum share of 20% in such consortium, ii) in the event of projects developed as Private Initiatives, the projects that had been granted or have had an Statement of Interest shall be considered.

b. Referred to the minimum team:

The minimum team shall be comprised by:

Head of the Team

¹ The Comprehensive Assessment Report shall be developed based on the Technical Studies provided by Proinversion.



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The Head of the Team shall meet the following requirements:

- Bachelor's degree or equivalent in his/her country of origin and master's degree in business administration and/or finances and/or economy or equivalent in his/her country of origin.
- At least 15 years of professional experience, after having obtained his/her Bachelor's degree.
- Having participated as Head of Team, Project Manager, Project Director or any other equivalent position, in the last 10 years, in three (3) consultancies for investment promotion processes of transport infrastructure projects. The experience shall be related to projects with an investment of no less than US\$ 100 million.

Specialist in economic-financial modeling

The Specialist in economic-financial modeling shall meet the following requirements:

- Bachelor's degree in Economy, Business Administration or Engineering or its equivalent in his/her country of origin and master's degree in business administration and/or finances and/or economy or equivalent in his/her country of origin.
- At least 10 years of professional experience, after having obtained his/her bachelor's degree.
- Having participated as Specialist in the preparation of economic-financial assessment models of transport infrastructure projects, in the last 10 years, in three (3) jobs (consultancies). The experience shall be related to projects with an investment of no less than US\$ 100 million.

Legal Specialist

The Legal Specialist shall meet the following requirements:

- Professional Lawyer degree, master's degree or equivalent in his/her country of origin.
- At least 15 years of professional experience, after having obtained her bachelor's degree.
- Having participated as Legal Specialist of transport infrastructure projects, in the last 10 years, in three (3) jobs (consultancies). The experience shall be related to projects with an investment of no less than US\$ 100 million.

Specialist in road infrastructure works

The Specialist in road infrastructure works shall meet the following requirements:



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- Professional degree in Civil Engineering or equivalent in his/her country of origin and master's degree in transport engineering or similar in his/her country of origin.
- At least 10 years of professional experience, after having obtained his/her bachelor's degree.
- Having participated as Legal Specialist of transport infrastructure projects, in the last 10 years, in three (3) jobs (consultancies). The experience shall be related to projects with an investment of no less than US\$ 100 million.

The Consultant's and the minimum team's experience may have been acquired in the public and/or private sector, in Peru or abroad.

The Head of the Team and Specialists shall speak Spanish. In the event that any of the Consultant's specialists does not speak Spanish, it shall have an interpreter or translator.

V. Formality to submit the Expression of Interest

The Expression of Interests shall be comprised by the following documents:

- a. Form No. 1: Expression of Interest Letter signed by the company's legal representative or attorney.
- b. Form No. 2: Affidavit of Experience of the interested party, duly completed and signed by the company's legal representative.

VI. Criteria to determine the short list of qualified bidders

The following criteria, listed in order of importance, shall be used to prepare the short list:

- a. Number of consultant's job experiences meeting ProInversion requirement, indicated in paragraph a of section IV above.
- b. Investment amount in the projects related to the job experiences that meet ProInversión requirements.

It is worth mentioning that those experiences related specifically to road infrastructure projects (highways), and road infrastructure financial structuring (highways) shall be valued as a plus.

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