

The Federal Ministry of Health (FMoH) / Ministry Of Defence (MoD)

In Collaboration with the Infrastructure Concession Regulatory Commission (ICRC)

Selection of Consultant for the Preparation of an Outline Business Case (OBC) for

Armed Forces Specialist Hospital. Abuja, FCT. Nigeria

Request for Expressions of interest

The Federal Ministry of Health (FMoH) and the Ministry of Defence in collaboration with the Infrastructure Concession Regulatory Commission (ICRC), hereinafter referred to as Armed Forces Specialist Hospital Project Development Team (PDT) would like to assess the feasibility of Public Private Partnership (PPP) on a risk sharing basis, for the structured development of a 200+ bed, world class acute care hospital in Abuja with the intention that the hospital would be accredited by reputable international accreditation agencies.

This facility will primarily serve military personnel, their families and in addition extend its services to private, fee-paying patients. The hospital which shall be known as the “Armed Forces Specialist Hospital” will be located in Abuja, and a piece of land measuring about 23 hectares on the outskirts of Abuja has already been allocated by the FCT Administration for this purpose.

Consequent upon this, the Armed Forces Specialist Hospital project Development Team (PDT) wants to assess the strategic fit, achieve. Value for money and affordability of the project through the engagement of highly qualified consultant(s) to provide Transaction Advisory Services for carrying out an Outline Business Case for the project in line with the National Policy on Public Private Partnership (PPP) published by Nigeria’s Infrastructure Concession

Regulatory Commission (ICRC).

The Armed Forces Specialist Hospital Project Development Team (PDT) through this Expression of Interest (EOI) intends to appoint a single firm of consultants or firms of consultants in consortium to prepare the OBC for the Armed Forces Specialist Hospital project and hereby invites suitably qualified Consultants to express interest in providing the services

Terms of Reference

The consultancy services to be provided include but are not limited to the following:

- Identification and evaluation of potential commercial activities/business options to be carried out at the proposed Armed Forced Special Hospital. Consultations with relevant stakeholders should be part of this process;

- Definition of project concept- a clear description of the project concept, including description of policy context;
- Technical scope- description of the key technical parameters envisioned for the project;
- Needs analysis- high-level review of the project's commercial rationale and analysis of the demand for and desirability of the project;
- Options analysis – if the project is found to be suitable for PPP, presentation of the range of technical, legal and financial options for structuring the PPP transaction(s), including key contract terms for the recommended option (for example proposed payment mechanism to reflect recommended risk allocation)
- Cost estimation; preliminary project costing, including expected capital outlays, environmental and social safeguards, and ongoing maintenance costs, as well as a discussion of non-quantifiable costs; Preliminary assessment of the social and environmental impacts project;
- In-patient and out-patient demand and revenue forecasting for the project;
- Review the legal and regulatory frameworks for engaging in a health-sector PPP and provide in the analysis an overview of any outstanding legal and regulatory issues that could have an effect on attracting quality concessionaires; and
- Development of a financial model to carry out the initial PPP screening to determine suitability for PPP procurement. The consultant should prescribe a methodology to differentiate fully self-supporting fee for service projects from those likely to require subsidy (capital grant and/or availability payment/revenue guarantees) and those likely to be fully publicly financed. The financial model will evaluate full project life costs, affordability limits, risks and their costs and optimal value-for-money methods of delivery.

Submission of Expressions of Interest (EOI's)

Prospective firm of consultants or firms of consultants in consortium should submit an Expression of Interest detailing the following requirements as a basis for pre-qualification:

- Corporate profile of firm/consortium indicating history, organizational structure, areas of specialization, key competencies and resources.
- In the event of joint/consortium bid. profile of consortium including ownership structure, role of each corporate entity with full contact details of lead firm and a signed and independently verifiable agreement between the parties,
- Certificate of incorporation or evidence of compliance with statutory requirement for business registration in firm/consortium's home country as applicable,

- 3 years current tax clearance certificate or evidence of compliance with statutory requirement for taxation in home country as applicable.
- VAT registration certificate or evidence of compliance with statutory requirement for VAT in home country as applicable.
- Certified true copy of MEMART (memorandum & article of association) or evidence of existence as legal entity in home country as applicable.
- 3 years current unabridged audited financial reports.
- 3 years current corporate annual returns or evidence of compliance with statutory requirement for end of year returns in home country as applicable.
- Details (including CV's) and specific role of members of the project team whose expertise and experience is relevant to delivering the consultancy engagement.
- Details of direct experience advising public authority on outline business case (OBC) or structuring of PPP projects. (Please provide sufficient contact details of client for ease of verification)
- Description of at least five (5) similar PPP health transactions closed in emerging markets during the past seven (7) years, at least one of which must be in the last three (3) years (Please provide sufficient contact details of client for ease of verification)
- Description of experience working in Nigeria and/or sub-Saharan Africa. (Please provide sufficient contact details of client for ease of verification)

Expressions of Interest must be submitted in one original and five copies in a sealed envelope clearly marked **“Expression of Interests for Selection of Consultants (Armed Forces Specialist Hospital, Abuja)** A CD-ROM version should also be included.

The Expression of Interest (EOI's) should be addressed and delivered not later than 4.00pm on Monday 20th December 2010 to the address listed below:

Head, National Public Private Partnership Programme

Federal Ministry of Health,

Rooms 11 -12,11th Floor, Phase III,

New Federal Secretariat Complex

Shehu Shagari Way, Maitama, F.C.T. Abuja

Tel: + 234-(0)709 055-4333

Interested applicants may obtain further information at the address above from 8.00 am to 4, 00 pm, Monday through Friday (except public holidays)

Only short-listed Consultants will be contacted.

Please note that expression of interest sent through e-mail and/or fax will not be considered.