Publication date: 28 April 2015

Country: Mozambique

Executing Agency: Maputo Directorate of Agriculture and Food security

Name of Project/Study: COFAMOSA Irrigation Project
Loan/Grant Number: 2100150034697

Project ID No: P-MZ-AA0-030
Tender Nr 2

Name of Request for Proposals (RFP): Consulting Services for the Preparation of a PPP Framework/Agreement for COFAMOSA

Selection Method: Quality Cost Based Selection Method (QCBS)

Date of publication of EOI: 30 May 2016

Date of publication of RFP: 28 October 2016

Technical Proposals opening date: 09 December 2016

Financial Proposals opening date: 20 February 2017

Date of approval by the Bank of the draft negotiated Contract: 03 April 2017

Name of Selected Consultant: Booker Tate/Leadership JV

Nationality: UK/Mozambique

Address: Booker Tate Limited, Masters Court, Church Road, Thame, Oxfordshire, OX9 3FA, UK
Leadership Business Consulting Moçambique, Rua 1301, n° 97, 3º Esq. Edifício Patamar, Maputo.

Contract Award Price: 104,304,00 USD (exclusive of taxes)

Contract Start date: 17 April 2017

Contract Duration: 4 Months

Summary of Scope of Contract Awarded: The overarching objective of the proposed consultancy is contribute to accelerate the preparation stage of COFAMOSA Irrigation
Project by engaging an expert consulting firm to design a Public Private Partnership (PPP) framework/agreement between the Government of Mozambique, the COFAMOSA association, Farmers and the Sugar Company. The framework will outline the involvement, ownership, benefits and profit sharing, roles and responsibilities of the parties involved. It will also clarify how financial returns and risks are allocated fairly among the different parties.

The Consultant will review relevant Government laws, statutes, policies, procedures, and manuals and the principles for contracting, implementing and monitoring on Public Private Partnerships (PPP) mechanisms in irrigation, agroindustry and rural infrastructure development in Mozambique. Crucial to the success of this project is the establishment of an appropriate institutional framework. The Consultant will, therefore, also make thorough reference and review to the institutional analysis report (Sal Social Development Consultants, 2012) and other reports included in the Cofamosa Irrigation Project Feasibility Study.

The main task of the consultant in this assignment is the formulation of a clear structure and institutional framework outlining the roles and responsibilities of all parties to be involved in the envisioned Public Private Partnership (PPP) framework/agreement: the Government of Mozambique, the COFAMOSA association, smallholder farmers and the Sugar Company. The framework will be based on international best practice and will lay out the institutional arrangements, and the specific roles of all bodies involved in the process. Additionally, the consultant will assist the Government, Cofamosa, and smallholder farmers in understanding the actual workings of the agreement.

The consultant will work closely with the Maputo Provincial Directorate of Agriculture and Food Security, COFAMOSA association, smallholder farmers and representatives of the Açucareira de Xinavane, the sugar company. The consultant will also carry out intensive consultations with other relevant intuitions that are key in the process of PPP framework/agreement formulation. These include the Institute for the Management of State Holdings (IGEP), Center for Promotion of investment (CPI), Center for Promotion of Agricultural Investment (CEPAGRI), South Regional Water Management Authority (ARA - Sul), District Services for Economic Activity (SDAE), and District Services for Planning and Infrastructure (SDPI).

Total Number of Proposals Received: 3

For each Consultant evaluation was as follows:

Name: Joint Venture between Booker Tate Limited and Leadership Business Consulting
Nationality: UK/Mozambique
Address: Masters Court Church Road, Thame, Oxfordshire,OX9 3FA/Rua 1301, n° 97, 3º Esq. Edificio Patamar, Maputo
Technical Scores (%): 95
Financial Scores (%): 91.06
Evaluated Price: USD 104,304,00
Final Point: 94%
Ranking: 1\textsuperscript{st}

Name: Join t Venture between KPMG and Coba  
Nationality: Mozambique/Portugal  
Address: Rua 1.233, Nr 72C, Edifício Hollard, Maputo | Mozambique  
Technical Scores (%): 81  
Financial Scores (%): 97.34  
Evaluated Price: USD 97.575,00  
Final Point: 86%  
Ranking: 3\textsuperscript{rd}

Name: Mosaka Economists  
Nationality: South Africa  
Address: Building 4E, Campus of the Council for Scientific and Industrial Research, Pretoria.  
Technical Scores (%): 88  
Financial Scores (%): 100  
Evaluated Price: USD 94.983,75  
Final Point: 92%  
Ranking: 2\textsuperscript{nd}

N.B.: Any consultant who wishes to ascertain the grounds, on which its proposal was not selected, should request an explanation from the Executing Agency. In any event, the Bank reserves the right to review any complaint of a bidder at any time following the award.