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**United Kingdom-London: Foreign economic-aid-related services  
2016/S 226-411718**

**Contract notice**

**Services**

Directive 2014/24/EU

**Section I: Contracting authority**

I.1) **Name and addresses**

InfraCo Africa Limited  
The Dutch House, 4th Floor, 307-308 High Holborn  
London  
WC1V 7LL  
United Kingdom  
Contact person: Monique Boucher  
Telephone: +44 02035975400  
E-mail: [procurement@infracoafrica.com](mailto:procurement@infracoafrica.com)  
NUTS code: UKI11

**Internet address(es):**

Main address: <http://www.infracoafrica.com>

I.2) **Joint procurement**

I.3) **Communication**

The procurement documents are available for unrestricted and full direct access, free of charge, at: <http://www.infracoafrica.com/working-with-you/respond-to-a-tender/>  
Additional information can be obtained from the abovementioned address  
Tenders or requests to participate must be submitted electronically via: <http://www.infracoafrica.com/working-with-you/respond-to-a-tender/>  
Tenders or requests to participate must be submitted to the abovementioned address

I.4) **Type of the contracting authority**

Other type: InfraCo Africa is a Limited Company that is funded through the Private Infrastructure Development Group Trust

I.5) **Main activity**

Other activity: InfraCo Africa provides expertise and risk capital for early-stage infrastructure projects in sub-Saharan Africa

**Section II: Object**

II.1) **Scope of the procurement**

II.1.1) **Title:**

Developer Services.

II.1.2) **Main CPV code**

75211200

II.1.3) **Type of contract**

Services

II.1.4) **Short description:**

InfraCo Africa is choosing to follow a procurement process based on the Competitive Procedure with Negotiation for award of a public contract, as set out within the UK Public Contracts Regulations 2015.

InfraCo Africa seeks to alleviate poverty by mobilising investment into sub-Saharan infrastructure projects: it does this by funding teams of experienced project developers or by investing directly into projects which need the financial commitment and leverage that InfraCo Africa can bring. InfraCo Africa is now looking to extend its reach and pipeline of projects.

InfraCo Africa will procure up to two developers, to provide Developer Services on projects where InfraCo Africa's local partner does not have the resource or experience to act as the lead developer. Developers will be expected to undertake the activities necessary to originate and progress an infrastructure project from concept to bankable investment opportunity. Please refer to the Procurement Documents.

II.1.5) **Estimated total value**

Value excluding VAT: 30 000 000.00 USD

II.1.6) **Information about lots**

This contract is divided into lots: no

II.2) **Description**

II.2.1) **Title:**

II.2.2) **Additional CPV code(s)**

71311300

II.2.3) **Place of performance**

NUTS code: UKI11

Main site or place of performance:

InfraCo Africa is headquartered in the United Kingdom, but undertakes projects in sub-Saharan Africa.

It is expected that work will be undertaken outside of the United Kingdom.

II.2.4) **Description of the procurement:**

InfraCo Africa seeks to alleviate poverty by mobilising investment into sub-Saharan infrastructure projects: it does this by funding teams of experienced project developers or by investing directly into projects which need the financial commitment and leverage that InfraCo Africa can bring. InfraCo Africa is now looking to extend its reach and pipeline of projects.

InfraCo Africa has launched this Procurement Exercise to award up to two developer services contracts. Each contract will allocate up to 15 000 000 USD to each successful Applicant, to cover third party project costs and developer time on approved projects, over a four year period (with possible extensions as set out in the Procurement Documents).

InfraCo Africa will procure developer services on projects where InfraCo Africa's local partner does not have the resource or experience to act as the lead developer. Developers will be expected to undertake the activities necessary to originate and progress an infrastructure project from concept to bankable investment opportunity as set out in the Procurement Documents.

InfraCo Africa is choosing to follow a procurement process based on the Competitive Procedure with Negotiation for award of a public contract, as set out within the UK Public Contracts Regulations 2015. Please refer to the Procurement Documents for further details.

Following evaluation of Applicants' Initial Tenders by InfraCo Africa, InfraCo Africa may either award the Contract to the Applicants offering the most economically advantageous tender at that Stage

without entering into negotiations, or choose to negotiate in accordance with the UK Procurement Guidelines and procedure set out in the Procurement Documents.

The information relating to the nature and scope of the services to be provided under the developer services contract(s) and indication of InfraCo Africa's minimum needs and requirements are set out in the Procurement Documents.

The maximum value of this Procurement Exercise as set out in this notice is the combined value of up to 30 000 000 USD, if InfraCo Africa choose to award two developer service contracts. For the avoidance of doubt, if only one developer service contract is awarded, the maximum value of a contract will be up to 15 000 000 USD.

II.2.5) **Award criteria**

Price is not the only award criterion and all criteria are stated only in the procurement documents

II.2.6) **Estimated value**

Value excluding VAT: 30 000 000.00 USD

II.2.7) **Duration of the contract, framework agreement or dynamic purchasing system**

Duration in months: 48

This contract is subject to renewal: no

II.2.9) **Information about the limits on the number of candidates to be invited**

Envisaged minimum number: 5

Maximum number: 10

Objective criteria for choosing the limited number of candidates:

InfraCo Africa will be using the Developer Services Selection Questionnaire (DSSQ), which has been designed in accordance with the Procurement Policy Note: Standard Selection Questionnaire issued by the UK's Crown Commercial Services. Part 1 covers basic information on the Applicant, such as their contact details, trade memberships, details of parent companies, group bidding and so on. Part 2 covers a self-declaration regarding whether or not any of the exclusion grounds apply. Part 3 covers a self-declaration regarding whether or not the Applicant meets the selection criteria in respect of their financial standing and technical capacity.

The intention of collecting this information is to assess the Applicant's technical capacity and prior experience against the requirements of the 2016/17 Developer Services Procurement. The DSSQ will also be used to determine that there are no grounds for exclusion. Information provided within the DSSQ will be scored against pre-determined evaluation criteria, which are defined for each question within the online DSSQ. The top ten highest scoring applicants will be invited to tender in Stage 2 of the Procurement Exercise.

Further details in relation to the Procurement Exercise and any further potential shortlisting is as set out in the Procurement Documents.

II.2.10) **Information about variants**

Variants will be accepted: yes

II.2.11) **Information about options**

Options: yes

Description of options:

The contract will include an option to extend up to 3 times for a period of 24 months each time, solely at InfraCo Africa's discretion.

II.2.12) **Information about electronic catalogues**

II.2.13) **Information about European Union funds**

The procurement is related to a project and/or programme financed by European Union funds: no

II.2.14) **Additional information**

Please ensure you read all Procurement Documents issued with this notice to fully understand all requirements.

### **Section III: Legal, economic, financial and technical information**

#### **III.1) Conditions for participation**

##### **III.1.1) Suitability to pursue the professional activity, including requirements relating to enrolment on professional or trade registers**

##### **III.1.2) Economic and financial standing**

List and brief description of selection criteria:

Applicants may be asked to provide a copy of their organisation's audited accounts for the last 2 years or 1 of the following:

— A statement of the turnover, profit and loss account/income statement, balance sheet/statement of financial position and statement of cash flow for the most recent year of trading for the organization.

— A statement of the cash flow forecast for the current year and a blank letter outlining the current cash and credit position; and/or,

— An alternative means of demonstrating financial status if any of the above are not available (e.g. forecast of turnover for the current year and a statement of funding provided by the owners and/or the bank, charity accruals or an alternative means of demonstrating financial status).

Minimum level(s) of standards possibly required:

Applicants must meet the minimum financial threshold which is defined as:

— Having a current asset ratio of 1.5 or greater;

— Having a minimum cash balance of 100 000 USD; and

— InfraCo Africa must be satisfied that the Applicant's current financial capacity does not provide an unacceptable risk to InfraCo Africa's business and/or public money.

##### **III.1.3) Technical and professional ability**

Selection criteria as stated in the procurement documents

##### **III.1.5) Information about reserved contracts**

#### **III.2) Conditions related to the contract**

##### **III.2.1) Information about a particular profession**

##### **III.2.2) Contract performance conditions:**

##### **III.2.3) Information about staff responsible for the performance of the contract**

Obligation to indicate the names and professional qualifications of the staff assigned to performing the contract

### **Section IV: Procedure**

#### **IV.1) Description**

##### **IV.1.1) Type of procedure**

Competitive procedure with negotiation

##### **IV.1.3) Information about a framework agreement or a dynamic purchasing system**

##### **IV.1.4) Information about reduction of the number of solutions or tenders during negotiation or dialogue**

Recourse to staged procedure to gradually reduce the number of solutions to be discussed or tenders to be negotiated

##### **IV.1.5) Information about negotiation**

The contracting authority reserves the right to award the contract on the basis of the initial tenders without conducting negotiations

##### **IV.1.6) Information about electronic auction**

##### **IV.1.8) Information about the Government Procurement Agreement (GPA)**

The procurement is covered by the Government Procurement Agreement: no

IV.2) **Administrative information**

IV.2.1) **Previous publication concerning this procedure**

IV.2.2) **Time limit for receipt of tenders or requests to participate**

Date: 22/12/2016

Local time: 12:00

IV.2.3) **Estimated date of dispatch of invitations to tender or to participate to selected candidates**

Date: 06/02/2017

IV.2.4) **Languages in which tenders or requests to participate may be submitted:**

English

IV.2.6) **Minimum time frame during which the tenderer must maintain the tender**

Tender must be valid until: 31/12/2017

IV.2.7) **Conditions for opening of tenders**

**Section VI: Complementary information**

VI.1) **Information about recurrence**

This is a recurrent procurement: no

VI.2) **Information about electronic workflows**

VI.3) **Additional information:**

VI.4) **Procedures for review**

VI.4.1) **Review body**

InfraCo Africa

London

United Kingdom

VI.4.2) **Body responsible for mediation procedures**

VI.4.3) **Review procedure**

VI.4.4) **Service from which information about the review procedure may be obtained**

VI.5) **Date of dispatch of this notice:**

21/11/2016