

REQUEST FOR PROPOSALS FOR TRANSACTION ADVISORY SUPPORT FOR THE SABAKI WATER CARRIER PROJECT

Addendum No. 2: Responses to Queries and Requests for Clarification

Addendum Publication Date: 24 October 2025

No.	Reference	Description of Query	Clarification / Response
Contract Related Enquiries			
1.	Contract Counterparty	<p>Kindly confirm whether the contracting entity for this assignment will be PIDG?</p> <p>If the contracting entity is PIDG, kindly send through the relevant KYC information (list attached) to allow us begin our conflict checks and onboarding information. We will need this to confirm that there are no hinderances to the submission of our proposal.</p> <p>From the RFP, the procurement contact details and clarification process are being handled by PIDG. Please confirm that, for purposes of the transaction advisory engagement, the contracting entity will be PIDG, while the delivery services, day-to-day interface and output accountability will be to the PPP Directorate and the identified Contracting Authorities</p> <p>Please clarify if PIDG or PPPD (or both) will sign off on each phase deliverable before moving to the next phase.</p>	<p>The Private Infrastructure Development Group Ltd. will be the contracting entity for this assignment.</p> <p>The PIDG Ltd certificate of incorporation is available at 2018-03-20-Certification-of-Incorporation-of-PIDG-Ltd.pdf.</p> <p>Detailed KYC information regarding PIDG Ltd. will be provided at the contracting stage.</p> <p>Primary day-to-day interface will be managed by the Public Private Partnerships Directorate (“PPPD”). Output accountability will be managed by both the PPPD and PIDG.</p> <p>All deliverables will be signed off by both PIDG and the PPPD.</p>

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2.	Other Advisors 6.2.2	<p>Is there a technical advisor that is going to be hired for the project? In this case is this technical advisor expected to collaborate with the Transaction Advisor (providing technical requirements, technical specifications for the contract, technical evaluation, etc.)?</p> <p>The RfP asks for Legal and Financial Advisors. Are Technical advisors also needed? If so, will they be procured separately, or should the team in this procurement include technical advisors?</p> <p>Please confirm whether there are any other advisors (technical, environmental, social, etc.) already appointed for the proposed Project, and whether coordination with such advisors will form part of the Transaction Advisors (TAs') scope;</p> <p>Given that the RfP does not require a technical advisor, please elaborate on how to source the technical inputs for the development of the shadow model.</p>	<p>The contracting authorities (the "CAs") have technical, environmental and social advisory teams in place. The PPPD will coordinate the interface between all advisory teams. The Legal and Financial Advisors are expected to work with and source for technical inputs from the technical advisor.</p>
3.	Deadline for Submission of Proposals	<p>In order to facilitate global participation in the mandate and provide consultants with sufficient time to prepare a comprehensive and competitive bid, we request that the Contracting Authority to consider extending the proposal submission deadline by at least one week i.e. till November 21, 2025. This additional time would enable consultants to thoroughly review the requirements, assemble a strong team, and submit a high-quality proposal that meets the expectations of the Contracting Authority.</p>	<p>The deadline for submission of proposals has been extended to 2359hrs East Africa Time on 14 November 2025.</p>
4.	7.3	<p>Section 7.3 of the RfP mentions the submission of a Monthly Progress Report to PIDG. Does PIDG have an expected form or template that this report should use? Should the report be sent to PPPD or the CAs as well? Is the lead transaction advisor responsible for the reporting of the financial advisor, or will the</p>	<p>The Team Lead will be expected to coordinate the preparation of and will be responsible for the delivery of the monthly progress reports.</p> <p>The template for reporting will be agreed at kick-off.</p>

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		financial advisor be asked to provide a separate report?	
Project Specific Queries			
5.	5.2	We request you to provide further details on brownfield concession for existing distribution and retail infrastructure. What are the elements associated with brownfield concession.	The brownfield component will entail a right to use part of the existing distribution network (pipeline) and last mile network as selected by the Proponent which is the part existing distribution network (pipeline) and last mile network.
6.	5.2	Do all contracting authorities have existing infrastructure, thereby requiring both brownfield and greenfield support?	There are existing debt obligations. In so far as these attach to the brownfield infrastructure, the Transaction Advisors would be required to advise on consents necessary for the transaction. The Transaction Advisor's scope will not extend to restructuring of these obligations.
7.	5.2	Confirm if brownfield concession scope includes existing debt restructuring obligations and whether technical due diligence will extend to legacy asset(s)?	
8.	5.2	We note that component (i) of the project scope will entail "approximately 340km of last mile distribution pipelines, connections and sale to users in Malindi, Mombasa and Kilifi Counties" (we underline). However it is also indicated that "potable water will be transmitted to the three service areas that are managed by MOWASCO, KIMAWASCO and MAWASCO." We understand that the private partner would be responsible for procuring and installing the connection and metering equipment at the end-users connection points, but the three utilities will remain responsible for selling potable water to the end-users. Kindly confirm.	The last mile distribution is about 340km and the bulk infrastructure will account for 165km. The Private Party is responsible for water abstraction and last mile distribution, billing and collection.
PIP Related Enquiries			
9.	5.2	Does the PIP received from Utility Partners One LLP include all the projects described in this RFP?	Yes
10.	5.2	If the PIP does not cover all projects in the RFP, confirm whether additional feasibility or structuring	N/A

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		work will be required for uncovered components.	
11.	5.2	Kindly advise when the PIP was submitted and whether the PPP Committee has already approved the PIP to proceed to the project development phase (and in the affirmative, when).	The PIP was submitted on 17 March 2022 and PPP Committee approval granted to proceed to project development phase on 4 October 2023.
Legal and Financial Due Diligence			
12.	6.2.1	We note that phase 1 of the engagement will include conducting legal and financial due diligence on the Project Proponents. Please clarify: Whether the TAs will be required to liaise directly with the Project Proponents to obtain the necessary information, or if PIDG/PPP Directorate will coordinate and provide all required information.	The TA will liaise directly with the Project Proponents to obtain relevant due diligence information with PPPD in copy.
13.	6.2.1	Whether the legal due diligence is limited to confirming the legal standing of the Project Proponents and identifying issues relating to anti-money laundering, counter-financing of terrorism, sanctions, political exposure, litigation, regulatory or insolvency filings. Additionally, please confirm whether the Project Proponents are entities registered and operating solely in Kenya. If they are based in other jurisdictions, please indicate which jurisdictions so that we may obtain appropriate quotations from local counsel in those jurisdictions;	The objective of the due diligence will be to satisfy the requirements of section 41 of the Public Private Partnerships Act, 2021 (the "PPP Act") and to satisfy the CA and PPPD on the counterparty's ability to contract. Please see the description in the RfP. The Project Proponents are registered in the following countries Kenya, South Africa and the Netherlands. To the extent that separate fees for enquiries at appropriate registers are to be billed, Bidders are encouraged to specify these.
14.	6.2.1	We note that the scope of works requires the Legal Advisor to "undertake due diligence and advise on the Project Proponents' incorporation/registration status, legal capacity and corporate structures. This shall include standard due diligence enquiries to identify any potential issues pertaining to anti-money laundering and counter financing of terrorism listings, sanctions, political exposure and litigation, regulatory or insolvency filings." Kindly confirm that	

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		the purpose of this due diligence is to assist the PPP Directorate in fulfilling the requirements of Section 41 of the PPP Act.	
15.	6.2.1	Considering that the scope of the requested due diligence is extensive and extends across several jurisdictions, we would expect based on our experience that the due diligence exercise expected from the legal advisor will be limited to (i) identifying and listing the documents and information which shall be requested to be provided by the PIP proponents and/or may be accessed by the PPP Directorate from publicly available sources, in each case for the purposes of the due diligence and (ii) supporting the PPP Directorate in reviewing whether the documents and information obtained are prima facie evidence of compliance; however the legal advisor is typically not expected to carry out independent enquiries, investigations or cross-examinations, or inspect registries or filings in the relevant jurisdictions. Otherwise this would have significant cost implications and would require retaining local counsels in multiple jurisdictions (and would go beyond the level of effort that is generally expected when assessing the compliance status of prospective bidders/proponents, unless there are specific reasons for investigative actions). Kindly confirm.	
16.	6.2.1	Please confirm the expected level of detail for the Financial Due Diligence report. From our experience it is important to elaborate on this to be able to determine the activities and LoE	This is a limited financial DD whose objective is to review the financial capacity of the sponsors to undertake the project in accordance with Section 41 of the PPP Act. Please refer to section 6.2.1.2 of the RfP.
17.	6.2.1	Please confirm the expectation of the Financial Advisor for activities that should lead to the identification of unrecorded assets.	Bidders are advised that this review is limited to an evaluation of the Proponents financial and operational track record and liabilities.

No.	Reference	Description of Query	Clarification / Response
Negotiations to Commercial Close			
18.	6.2.3	Which entity/entities is it anticipated will be the contracting entity for the various project documents (e.g. will there be a single or multiple land rights agreements; will there be more than one Project Agreement)? Are there any particular inter-governmental contractual interfaces that we should be aware of?	<p>Bidders are advised that the intention is for the CAs to enter into a single Project Agreement covering all aspects of the Project.</p> <p><u>Bidders are advised that the scope for the legal advisor will now include the drafting of an appropriate Project Agreement.</u></p>
19.	6.2.3	Phase 1 of the scope of work (paragraph 6.2.2) requires the Transaction Advisors to review the Project Agreement and to provide a red flag report on it. We assume therefore that a Project Agreement has already been prepared. Please confirm who prepared that agreement and its current status. Was it part of the Privately Initiated Proposal referred to in paragraph 5.2?	<p>The scope for the Transaction Advisor in relation to land rights agreements will be limited to the review of template agreements.</p> <p>It is expected that the bidders will detail in the methodology proposed approaches and optimal contractual based on their expertise.</p>
20.	6.2.3	Will there be five distinct transactions, each between the relevant contracting authority and the private party?	
21.	6.2.2	Phase 2 of the scope of work requires the Transaction Advisors to support the Government Parties in preparation, review and negotiation of the Project Agreement. This appears to conflict to some extent with the review of a pre-existing Project Agreement in Phase 1. Please clarify what is expected here in terms of preparation/drafting of the Project Agreement – is this building on a pre-existing draft? – see our question 2 above.	
22.	6.2.2	Given that the scope includes review of the Project Agreement, is the understanding that the TAs will only be required to review this draft Project Agreement under phase 2, and not generate a new project agreement;	
23.	6.2.2	We understand from section 6.2.2.1 of the RFP that a Project Agreement has already been prepared	

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		(although under section 6.2.3.1 the Transaction Advisors are expected to prepare the project agreement). Kindly confirm and in the affirmative clarify who has prepared the Project agreement.	
24.	6.2.2.3	We wanted to understand whether there would be two separate ring fenced SPVs to develop and operate the greenfield as well as operate the brownfield assets or there would be only a single SPV which will develop the green field and operate both the green field and brown field assets by taking on the debt associated with brownfield assets. Is there any support or any possibility for support to be provided by the government in managing the existing debt.	Bidders are advised that the current intention is for the Project to be executed by one SPV. The Transaction Advisor is, however, expected to advise on the optimal overall structure.
25.	6.2.2	Kindly advise if a project development agreement has been entered with the Project Proponents at this stage and would need to be reviewed.	The Proponent has not entered into any Project Development Agreement with the Contracting Authority.
26.	6.2.2	In phase 1 of the scope of services, the TAs are required to review the PIP, project development report and the Project Agreement and deliver the deliverables set out in paragraph 6.22 of the RFP. Please confirm: Whether the TAs will be required, under this phase, to advice on the suitability of the PIP before it proceeds to project development, or is the intention for the TAs to come in after the proposed Project has received the necessary approvals from the PPP Committee to proceed to project development;	The project has already been approved to proceed to Project Development Phase. The objective of this review will be to develop an internal negotiation paper, minimum acceptable conditions for the project and non-negotiables.
27.	6.2.2	Please confirm whether PIDG's expectation is for the Transaction Advisors to prepare the Heads of Terms for the consultant's review, or for the consultant to take the lead in developing them	The Transaction Advisor is expected to prepare an internal government negotiation paper also referred to as the internal heads of terms based on their evaluation of the PIP.
28.	6.2.2	Please confirm whether the proponent should undertake a quantitative Value for Money (VfM) assessment. Quantitative assessments are	VfM analysis is required under the Kenya PPP Act, 2021.

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		<p>sometimes perceived as offering precision in estimating the expected value for money of delivery options. However, in reality, they are controversial due to their reliance on assumptions and hypothetical counterfactuals. International practice and academic research have increasingly moved away from quantitative value for money assessment and institutions such as the World Bank also discourage them, citing their potential to create a false sense of accuracy. More specifically, there is no reliable quantitative data for development of large and complex infrastructure projects under different delivery models in Kenya. We therefore propose to limit our submission to a qualitative assessment, in line with precedent on recent PPP projects in Kenya. Please confirm whether this would be agreeable to PIDG.</p>	<p>We expect the methodology will detail deficiencies and alternatives as appropriate.</p>
29.	6.2.3	<p>Phase 2 of the scope of work (paragraph 6.2.3.1(ii)(c)) requires the Transaction Advisors to support the Government Parties in preparation, review and negotiation of EPC and O&M Contracts. We would typically expect those project documents to be prepared by the sponsors/project company who would negotiate their terms with third party EPC and O&M contractors. Please can you clarify the intention and how the Government Parties expect to be involved in that process.</p>	<p>This is correct. The expectation is that the private party will prepare and negotiate the EPC and O&M Contracts. The expectation is the Transaction Advisor will ensure appropriate interface and pass through of obligations amongst all the contracts as is standard for this type of transaction.</p>
30.	6.2.3	<p>Phase 2 of the scope of work (paragraph 6.2.3.1(ii)(b)) refers to “direct agreements” in the plural. Other than a direct agreement relating to the Project Agreement (allowing lenders to mitigate the risk of its termination), what other direct agreements are contemplated to be negotiated with the Government?</p>	<p>The direct agreement refers to the agreement between the Contracting Authorities and Lenders.</p>
31.	6.2.3	<p>Paragraph 6.2.3.1 (iv) of the RFP provides that the TAs will be expected to provide general support to the Government Parties on the project until Commercial Close. Other than the support listed in</p>	<p>Any general ad hoc advice, meeting attendances, responses to queries and similar activities required directly in relation to the project.</p>

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		paragraph 6.2.3.1, please clarify whether there are any additional activities envisaged under this obligation	
32.	6.2.3 6.2.4 6.2.4	Paragraph 6.2.3.2 (iv) and paragraph 6.2.4.1 (i) of the RFP provide that the legal expert will be required to issue legal opinions and compliance certificates. Please confirm; what constitutes a compliance certificate and the difference between a compliance certificate and a legal opinion; and the expected number of legal opinions and certificates to be issued by the legal expert throughout the project;	At the minimum one formal legal opinion will be required on the project agreement. It is possible that the PIP proponents and lenders may require legal opinions and/or compliance certificates in respect of the capacity of the contracting authorities. The form and confirmations to be included in any opinions will be agreed and negotiated.
33.	6.2.4	Please confirm that, under phase 4 of the scope of services, the TAs will be expected to provide only 2 capacity building workshops as follows: 1 structured (classroom-based) capacity building for a cohort of 15-20 public sector participants; and 1 structured capacity building session for 6-10 staff of the CAs on contract management.	2 sessions of structured learning and on the job training for the public sector as described in the RfP
34.	6.2.4	Please further clarify: (a) at what stage of the proposed Project each capacity-building session is expected to take place; and (b) whether the PPP Directorate will also cater for all costs and expenses associated with the additional structured capacity building session for the staff of the CAs, and	The timing of the capacity building will be agreed at kick off. The PPPD will cater for all costs and expenses relating to the venue and hospitality for the structured capacity building sessions.
35.	6.4	Page 9 of the Terms of Reference states that the Transaction Advisors will hold two capacity building workshops. Where will these workshops take place, and which Transaction Advisors will be required to attend? Will they require international travel to Kenya?	Each capacity building will be in country and specific venues will be determined and agreed in due course. Bidders should note that physical presence for in person negotiations and capacity building events will be required.

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36.	6.2.4	Under phase 2, the TAs are required to provide, among others, job capacity building and knowledge transfer to the Government Parties' project team. Please confirm whether this capacity-building support is separate from the capacity-building workshops described under Phase 4	On the job training in this context refers to the typical knowledge transfer in the course of day-to-day interactions with the CAs and PPPD teams.
Bidder Consortium Composition			
37.	7.1	Paragraph 7.1 requires the Transaction Advisors to be a single firm or two or more firms "bidding jointly". As an international law firm, we would expect to associate with a Kenyan law firm and an international financial advisory firm. Does such a joint bid have to be on terms that the three firms would be jointly liable for the bid and the performance of their respective professional services? If so, our firm would be unable to bid on that basis; however, could we instead submit a bid on the basis that we are a subcontractor to a lead firm, e.g. the financial advisory firm? The legal team could still in principle act as lead advisor in practical terms for the purposes of managing the delivery of the services and satisfying that requirement paragraph 7.1	Bidders are encouraged to constitute their teams in the most efficient manner. When bidding as a consortium bidders are required to elect a lead firm who will be the contract counterparty and other bidders will be sub-contractors of that lead bidder. The team leader should be from the lead firm. The lead firm need not be the legal advisor should Bidders prefer other arrangements.
38.	7.1	We understand from section 7.1 that "The legal team shall be the lead advisor on this assignment responsible for the management of the delivery of the services". However would it be possible for a financial and transaction advisor with extensive PPP experience to be the lead advisor?	
39.	7.1	We note under clause 7.1 of the RfP that the legal team shall be the lead advisor for this assignment. However, we would like to request you to relax this constraint to allow financial advisors to act as the lead advisor.	
40.	8.1	We acknowledge the importance of engaging a local legal expert. However, we believe that a financial	

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		<p>expert with a strong global background, complemented by experience in Kenya, would be an ideal fit for this project.</p> <p>Could you please clarify whether the Contracting Authority has a preference for local experts or if the consultants have the flexibility to propose a team composition that best suits the project's requirements, based on their professional assessment.</p> <p>Regarding the teaming arrangement, we understand that the clause allows for the proposal of additional team members beyond the two named experts, provided they possess the necessary skills and expertise for the project. In this context, we would like to inquire whether the Legal Expert is expected to assume the role of Team Leader or if a separate team leader shall be proposed as part of the core team, to manage and coordinate the project.</p>	
Approach to Pricing			
41.	7.4	<p>We understand from section 7.4 Approach to pricing that phases 2 and 3 may be fixed or capped fees. How will financial evaluation be conducted in case of capped fees? Will it be on the capped amount?</p>	<p>Evaluation of financial proposals will take into account proposed fees, total costs and any assumptions and qualifications.</p>
42.	7.4	<p>In this case is there any indication of the level of effort / calendar to be considered for the negotiation phase ? Indeed the level of effort for negotiation is difficult to assess and may vary significantly depending on context, stakeholders willingness, unexpected difficulties, etc..</p>	<p>It is indeed difficult to estimate level of effort in the negotiation phase. Bidders are encouraged to make estimates based on experience in negotiating similar projects with government counterparties.</p>
43.	7.4	<p>We would want to seek guidance from the Contracting authority in case they have a predefined budget for the Captioned mandate.</p>	<p>This is a quality and cost-based selection.</p> <p>The Financial Proposal will be evaluated as a distinct, weighted component of the total bid score. Bidders should submit competitive bids.</p>
44.	7.4	<p>In order to structure our financial proposal in line with the your expectations, request you to kindly share an indicative budget range for this assignment.</p>	

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45.	7.4	Section 7.4 of the RFP states that "Bidders are encouraged to make proposals for alternative preferential billing and invoicing arrangements." Could you please elaborate on this statement and clarify the types of arrangements being referred to?	While no success fees are permissible, Bidders are encouraged to propose suitable billing frequencies and apportionments within each phase and associated deliverables.
Travel and Reimbursable Expenses Related Enquiries			
46.	7.2	Please confirm if travel costs for site visits and negotiation sessions are reimbursable separately or should be included in the capped fee.	Travel expenses and other reimbursables ought to be tabulated separately and will be included in the review of total contract costs.
47.	7.2	"We note that ad-hoc travel maybe requested during the implementation of this assignment. In this regard, we would like to request clarifications on following two items: Should the travel costs be included within the fixed fees for each phase or will they be invoiced and reimbursed separately on an as incurred basis? If the travel costs need to be included as part of fixed fees, please confirm if such travel would be limited to Nairobi to enable us to better estimate our travel costs."	Bidders should note that physical presence for in person negotiations and capacity building events will be required and are encouraged to make estimates based on experience in negotiating similar projects with government counterparties. Travel costs will be billed on the basis of estimates and paid alongside deliverable payments for each phase and not on an as incurred basis. As the Project Location and Contracting Authorities are located outside Nairobi, bidders should make provision for travel to the Project Site.
48.	7.4	We note that the pricing section of the RFP does not expressly provide for expenses related to travel and other non-professional costs. Given that ad-hoc travel to the Government Parties' offices and/or project sites is anticipated, please confirm whether such travel costs (to sites outside Nairobi) should be included in the financial proposal or invoiced separately as and when they arise	
Queries related to Experience Sheets			
49.	8.1	Regarding evaluation criteria it is mentioned "experience in (i) brownfield and/or greenfield water and wastewater infrastructure projects (e.g. water abstraction, treatment, bulk water supply, transmission pipelines, and distribution/utility	One experience sheet per sub-category covering any of the areas described in each sub-category for the full 2 marks.

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		operations); (ii) infrastructure development or financing transactions in sub-Saharan Africa; and (iii) PPP projects that have reached commercial or financial close will each be additional merit. Max 3 experience sheets. Max 2 points per experience. » To obtain 2 points should a reference match the 3 criteria or meet one of the criteria at least ? Are we allowed to provide information on additional experiences if they appear to be relevant?	
50.	8.1	Under the Section 8.1 (Evaluation Matrix), the second criterion point includes multiple sub-criteria (e.g., experience in water and wastewater projects, projects in the Sub-Saharan Africa region, and commercially/financially closed projects). Given that there are limited projects in Sub-Saharan Africa in the water and wastewater sector that have achieved commercial/ financial close, we request you to kindly relax the criterion either by making the sub-criteria mutually exclusive or by removing the commercial close/ financial close sub-criterion.	The sub-criteria are mutually exclusive. One experience sheet per sub-category covering any of the areas described in each sub-category for the full 2 marks.
51.	8.1	There are two evaluation criteria: Legal and Financial. Bidders are required to demonstrate compliance with the specified requirements under each of these categories by showcasing relevant projects. In the event that a single bidder forms a team with both a legal advisor and a financial expert, will the bidder be permitted to present the same projects, which contain both legal and financial components, as evidence of compliance under the separate evaluation headings of Legal and Financial.	Where the legal and financial advisors have similar transactions presented in the Experience Sheets, the experiences would be considered for the evaluation of both advisors provided that the Experience Sheets clearly detail both advisors' roles, responsibilities and outputs.
52.	8.1	Please confirm whether the legal and financial teams can cite a similar project reference where both advised on the same PPP.	
53.	8.1	Please confirm whether bidders are required to submit: i. five (5) references for the Legal Experience and four (4) references for the Financial	If a Bidder's Experiences can cover multiple aspects, then this will be considered provided the Bidder identifies the categories to which the Bidders desire the Experience Sheet to be applied.

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		Experience, each covering all three sub-criteria (i-iii); or ii. separate references for each sub-criterion, totaling eleven (11) Legal and ten (10) Financial experience references.	Bidders can also submit separate experience sheets per category subject to the maximums indicated in RfP. It is left to Bidders' discretion to determine the experiences that best highlight their match to the criteria.
54.	8.1	For the specific experience criteria of the legal advisors on page 15 of the Terms of Reference, (ii) and (iii) each list three different kinds of experience and a maximum of three experience sheets. Is the procurer looking for one of each type of experience or any combination of the three to receive the full 6 points?	
55.	8.1	The specific experience criteria of the legal advisors ask for a maximum of 11 experience sheets (page 15 of the Terms of Reference). If multiple firms are bidding jointly and the team includes more than one law firm, is the entire team (i.e. both firms) limited to 11 legal experience sheets shared between the two firms or a maximum of 11 experience sheets per firm?	
56.	8.1	Under Section 8.1 (Evaluation Matrix), the advisor has to demonstrate experience in 4 PPP transactions or project-financed infrastructure projects. Request you to clarify if the demonstrated experience can only include engagements supporting the public partner or assignments where the bidder has supported the private partner can also be included.	Transactions supporting either private or public entities will be considered.
Evaluation Weightage			
57.	8.1	We wanted to clarify on weightages that will be assigned to technical and financial proposal for evaluation for the submitted proposals.	Weightings will be as follows: <ul style="list-style-type: none"> • Technical Proposal: 80 • Financial Proposal: 20
58.	8.1	The RFP states that combined scores will be calculated using $S = (St \times T\%) + (Sf \times F\%)$, where $T + F = 1$, but does not specify the exact percentages.	

No.	Reference	Description of Query	Clarification / Response
		Kindly confirm: What are the prescribed weightings for Technical (T) and Financial (F) proposals (e.g., 80:20 or 70:30)?	
59.	8.1	The RFP does not specify the weightage assigned to the technical and financial proposal while calculating the final score. Could you please confirm the evaluation weighting to be applied for each of the two components?	
60.	PIDG Standard Conditions of Contract	Based on the Standard Conditions of Contract, we could not identify any liability cap for the services. Could you please confirm whether a liability cap applies and what is the value?	The PIDG Standard Conditions of Contract assume no cap. Bidders can propose appropriate caps.
61.	Annex 1	The RfP requires the assertion below on Team Members CV's. Ordinarily, organisations are sanctioned as opposed to individuals unless the individual was involved in the sanctioned behaviour. The same requirement does not appear to cover the bidding entity. Was this an oversight or an entity debarred by the World Bank or ADB would be eligible to bid?	The requirement covers both the entity and individual.
62.	Annex 1	Annex 1 (CVs) asks for a Proposed Position, and that only one candidate shall be nominated for each position. Could you please clarify this? Is the Proposed Position simply Legal Advisor or Financial Advisor, in which case the "candidate" is the entity as a whole? Or should these be specific roles, such as "Lead Partner – International Legal Advisor," in which case each team member would have an individual role?	<p>"Proposed Position" in CV template allows Bidders to specify the role each team member will play for the assignment.</p> <p>Bidders are encouraged to constitute their teams as coherently as possible. Where Bidders determine that more than one candidate is required per role in the team this will not be detrimental.</p> <p>For purposes of evaluation of Key Staff Qualifications and Experience at 8.1 the following team members at a minimum will be evaluated:</p> <ul style="list-style-type: none"> - Lead Legal Expert - Lead Financial Expert - Supporting Legal Expert - Supporting Financial Advisor

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			<p>Noting the nature of this assignment, Bidders should note that there is an expectation that the designated lead financial and legal advisors will be the primary client liaisons and negotiators for the period of the contract.</p> <p>Please see below the revised scoring criteria for team composition</p>

Revised Team Composition Scoring

Criteria, sub-criteria, and point system for the evaluation of Full Technical Proposal	Weighting
Lead Legal Advisor: (i) a minimum of 15 years of professional experience in infrastructure project development and financing, with a significant portion focused on project finance and PPPs; (ii) a Degree in law; and (iii) be qualified to practice law in at least one jurisdiction (common law qualification preferred). Professional certification in a PPP related field is an added advantage.	4
Lead Financial Expert: (i) minimum of 10 years of professional experience in infrastructure project development and finance, with a significant portion focused on Public-Private Partnerships (PPPs) or project-financed infrastructure; and (ii) Degree in Finance, Economics, Business Administration, or similar field. Professional Certification in a PPP or project finance or infrastructure finance or related field is an added advantage.	3
Overall team composition and staffing for both legal and financial	
<ol style="list-style-type: none"> 1. Key professional staff qualifications and experience for the assignment: <ol style="list-style-type: none"> (a) Lead Legal Expert (7 points) (b) Lead Financial Expert (5 points) (c) Supporting Legal Expert (3 points) (d) Supporting Financial Expert (3 points) 2. Availability and man days for each member of staff 	18 2