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هيئة الأشغال العامة  
PUBLIC WORKS AUTHORITY

# **REQUEST FOR EXPRESSION OF INTEREST**

## **FOR**

**THE DESIGN, BUILD, FINANCE, OPERATE,  
MAINTAIN AND TRANSFER OF TRUCK  
AND HEAVY EQUIPMENT PARKING IN  
DOHA INDUSTRIAL AREA**

**PROJECT ID: BA 2019 C 035 G**

**Public Works Authority  
P.O. Box 22188  
Doha  
State of Qatar**

**July 2019**

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## Introduction

The Public Works Authority (“Ashghal”) is planning to implement a project for Truck and Heavy Equipment Parking in Doha Industrial Area and is seeking a private partner to Design, Build, Finance, Operate, Maintain and Transfer the car parks for a defined concession period (the “Project”)



## Disclaimer

All information contained in this Request for Expression of Interest (“Request for EOI”), including geographical, commercial, legal and technical information, has been included for illustrative and indicative purposes only to assist companies and consortia in making their own assessment of the Project.

Whilst the information contained in this Request for EOI has been prepared in good faith, it does not purport to be comprehensive nor to have been independently verified. Neither Ashghal nor their respective employees, agents or advisers make any representation or warranty express or implied, with respect to the veracity, adequacy, accuracy, reasonableness or completeness of the information contained in this Request for EOI or with respect to the information on which it is based or in respect to any written or oral information or representation given or made, or to be given or made, by Ashghal or any of its advisers to any company or consortium or to its or their professional advisers, whether given or made prior to or after the issue of this Request for EOI (collectively, the “Information”).

Ashghal, its employees, agents and its advisers hereby expressly disclaim any and all liability arising out of or in relation to the Information (including in relation to omissions therefrom) and in respect of the use of and/or reliance on such Information by companies or consortia and/or its or their advisers.

## Terms and Conditions

This Request for EOI does not purport to commit or bind Ashghal in any manner whatsoever to proceed to the RFQ or RFP stage or to the awarding of a contract. Ashghal reserves its absolute, complete and unfettered right to, at any time and for any reason whatsoever, disregard all EOIs and to terminate at will the competitive selection process and may, at its discretion, proceed with the project in some other manner, with no liability to any party whatsoever.

Each respondent is solely responsible for all costs it incurs in the preparation of its EOI response, including without limitation all costs of providing information requested by Ashghal, attending meetings and conducting any due diligence. Under no circumstances will Ashghal or any of its advisers be liable for any costs or expenses borne by the respondent or any of its advisers in this process, nor shall they be liable for any damages or consequential damages whatsoever, which may arise out of the process.

Ashghal reserve the right, in their absolute discretion, with no liability whatsoever to:

- a. Amend the scope of the Project, modify, cancel or suspend the EOI process or any or all stages of the procurement process, at any time for any reason;
- b. Waive a defect or irregularity in the form or content of any EOI;
- c. Re-advertise for new responses, call for tenders, or enter into negotiations for this Project or for work of a similar nature;
- d. Make any changes to the terms of business opportunity described in this Request for EOI; and
- e. Extend, from time to time, any date, time period or deadline provided in this Request for EOI.

All responses submitted to Ashghal shall become the property of Ashghal immediately upon such submission.

## 1. General Information

### 1.1 Truck and Heavy Equipment Parking in Doha Industrial Area

The State of Qatar is committed to addressing the growing demand for public services, and in doing so is seeking innovative ways in which to deliver the required infrastructure. The Qatar National Vision 2030 highlights the significance of developing and enabling the private sector to play a key role in achieving the long-term goals and outcomes for the country. In particular, the use of Public Private Partnerships (PPPs) as means to develop its infrastructure and delivery of services.

In line with above objective, Ashghal has identified an opportunity for a private investor to Design, Build, Finance, Operate and Maintain and Transfer (“DBFOMT”) a Truck and Heavy Equipment parking facility along with other supporting facilities on the edge of the Doha Industrial Area.

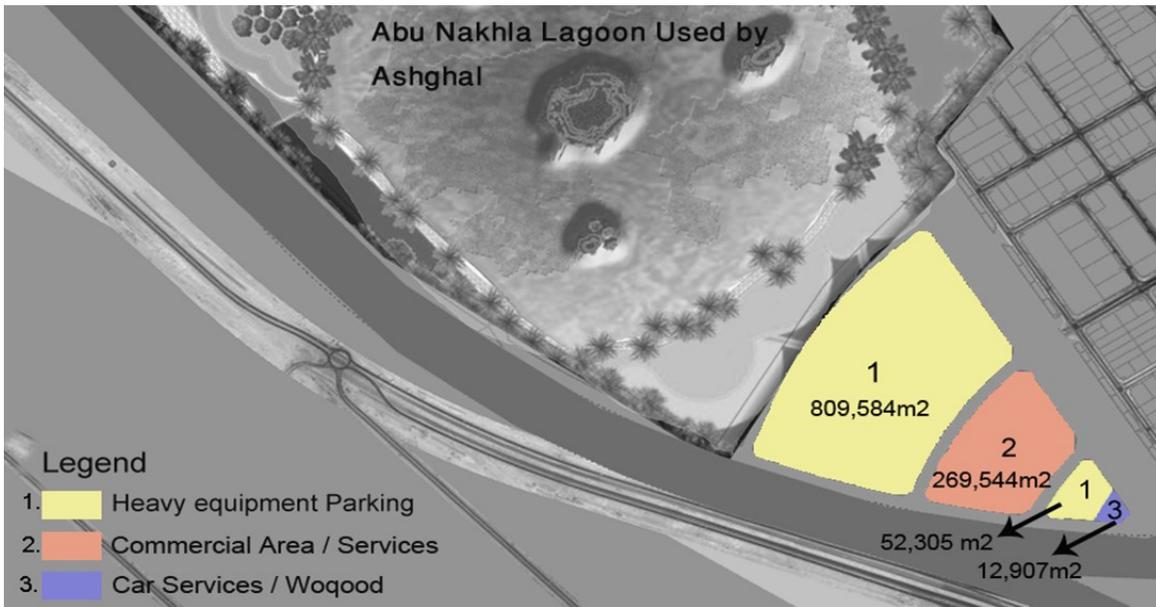
The Project is part of the Government of Qatar’s strategy to reduce the cases of illegal parking of Trucks and Heavy Equipment along the side of highways and within residential areas, which causes a nuisance for local residents and businesses.

#### **Current Situation**

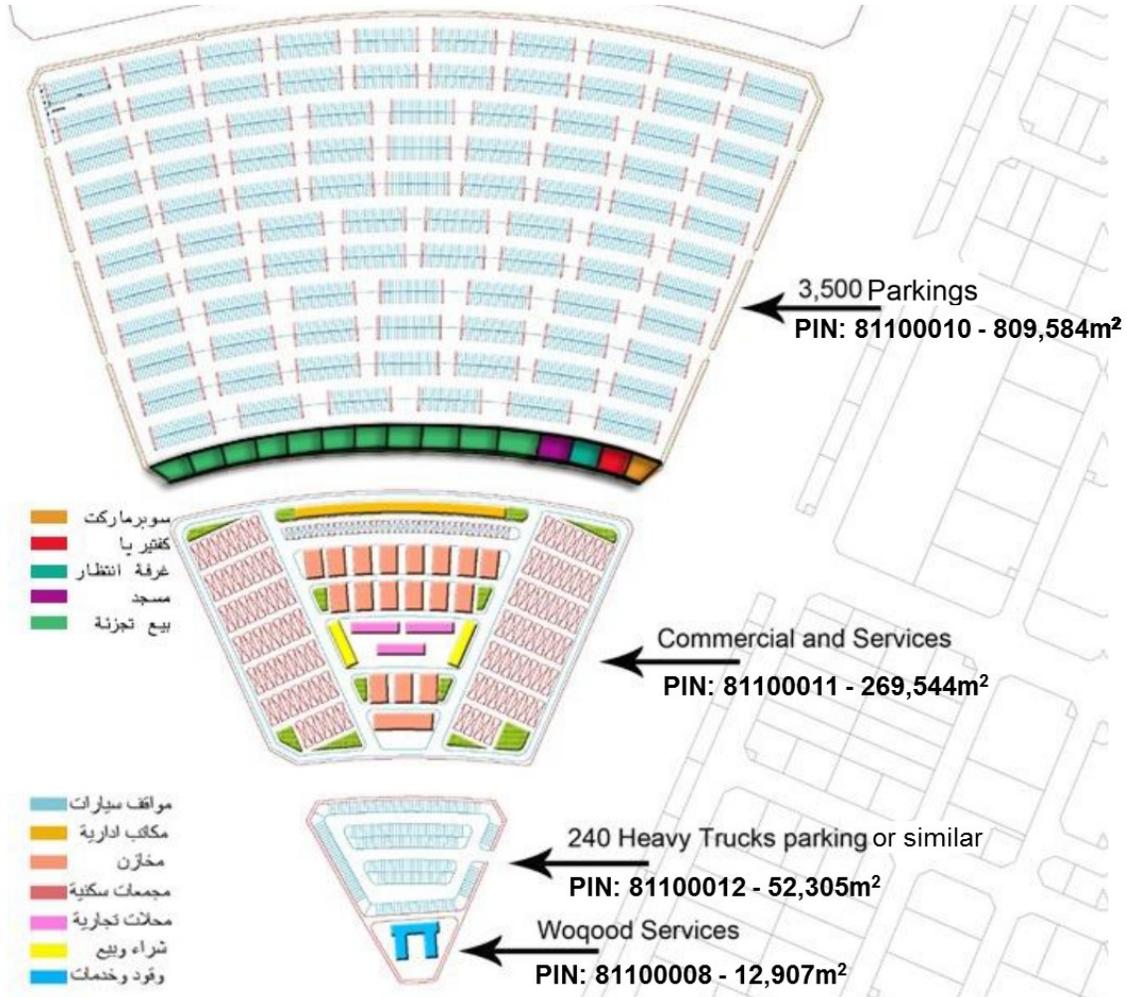




Site Area



Concept Layout



## 1.2 Invitation to Expression of Interest

The purpose of this Request for Expression of Interest is to invite competent Qatari and international companies and consortia capable of delivering the project to participate in the Project, and request them to indicate their interest in the Project by submitting an EOI.

### 1.2.1 Project Scope

The Project scope will include the design, construction, financing, operation and maintenance of the Truck and Heavy Equipment Parking and complimenting support facilities, as deemed necessary for delivering the objectives of the Project.

Government will set-up high level project requirements including operational and quality standards.

Government will enforce regulations relating to fines and removal of illegally parked trucks and heavy equipment.

The project should provide for a minimum of 4,000 parking spaces, which will be constructed as a permanent high quality installation including appropriate boundary fencing, lighting, and security requirements. The parking will be free of charge to offer an attractive alternative to the current practice.

The private investor should also provide complimenting support facilities on the site to include:

- Driver Accommodation
- Drivers Rest Areas
- Workshops and Maintenance Facilities
- Warehousing / Storage Facilities
- Commercial Units
- Retail Units
- Area for Daily Market Traders
- Recreation Facilities
- Mosque
- Small Police Station
- Petrol Station
- Other facilities proposed by the investor to generate revenue

The private investor shall be expected to generate the revenue for the project via the complimenting support facilities provided as part of the overall project.

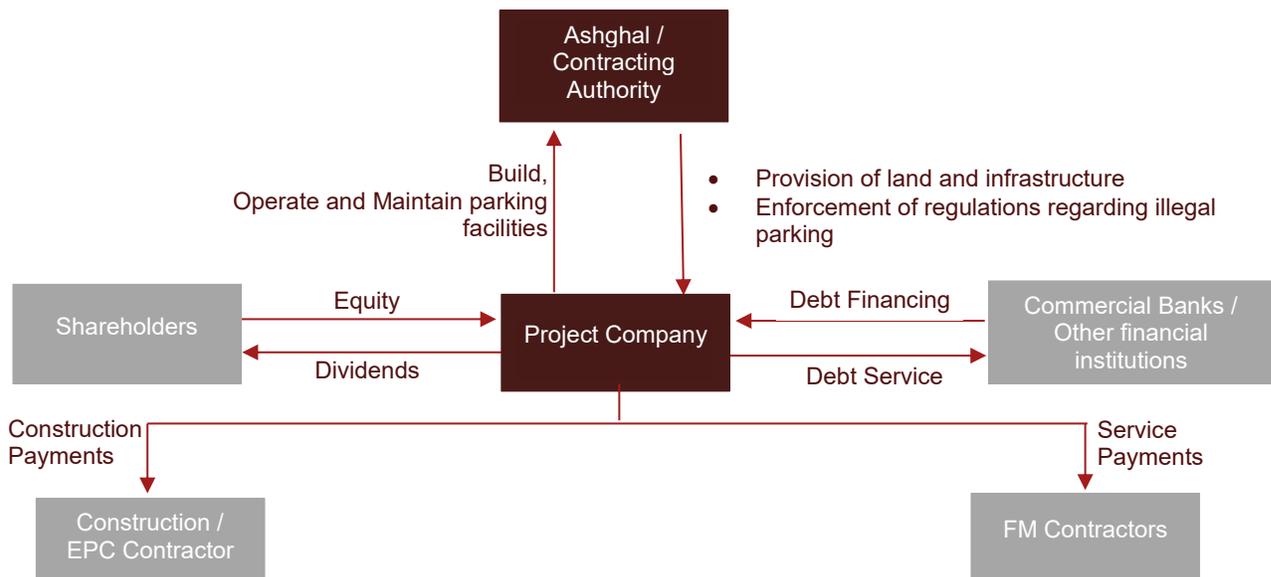
The facility is expected to be operational by the end of 2021, ahead of the 2022 World Cup.

The length of the concession period for the operation and maintenance of the facility is expected to be up to 25 years, with an option to extend.

The land has already been allocated for the project will be leased from the Government on nominal rent basis. No land rent will be payable for the first 5 years of operations.

Infrastructure such as roads, drainage, water and electricity will be provided by the Government up to the site boundary only.

The basic structure of the DBFMOT delivery model for the Project is illustrated below.



1.2.2 Roles and responsibilities for the Project

<b>Stage</b>	<b>Private Sector Role</b>	<b>Government Role</b>
<b>Design and Build:</b>	<ul style="list-style-type: none"> <li>• Design</li> <li>• Construction</li> <li>• Landscaping</li> </ul>	<ul style="list-style-type: none"> <li>• Provision of land ready for construction</li> <li>• Provision of Infrastructure Connections</li> <li>• Performance Monitoring</li> </ul>
<b>Operation and Maintenance:</b>	<ul style="list-style-type: none"> <li>• Cleaning</li> <li>• Security</li> <li>• Facilities Maintenance</li> <li>• Grounds Maintenance</li> <li>• Lifecycle Replacement</li> <li>• Helpdesk</li> </ul>	<ul style="list-style-type: none"> <li>• Setting operational and quality standards</li> </ul>
<b>Finance /Commercial</b>	<ul style="list-style-type: none"> <li>• Debt and Equity</li> <li>• Collect Project Revenues</li> <li>• Pay Land Rent</li> </ul>	<ul style="list-style-type: none"> <li>• Manage Contract</li> <li>• Provision of Infrastructure Connections</li> </ul>

## 2. Capabilities required from the Private sector

The respondents to this EOI (the “Respondents”) shall note that within the Request for Qualification (“RFQ”) they shall be required to provide evidence of their experience with projects of a similar nature as the Project including reference projects that are operational and currently under construction. Projects should include both international and regional assignments wherever applicable.

The Respondent shall be requested to focus on projects conducted during the previous five years and on projects implemented internationally, in the Gulf Cooperation Council (GCC) and in the Middle-East and North Africa (MENA) Region. In case of a consortium, the Respondent shall be required to clearly specify which of their consortium members have been involved in each of the case studies.

Interested parties to this EOI are recommended to have the below indicative criteria. Specific information on these criteria is expected to be included in the responses to the RFQ document and will be evaluated accordingly:

- Strong track record in development of car parks as design, built, finance, operate projects;
- Sufficient key personnel with demonstrated experience in similar size & specific technical experience;
- Technical abilities to meet the construction and operational requirement;
- International and Regional experience in participating in similar projects;
- Demonstrated ability to raise finance for similar projects; and
- Sound financial position.

### 3. EOI Submission Instructions

#### 3.1 Expression of Interest

Ashghal is interested in receiving EOIs with the information sought in section 3.2 of this document from interested parties with a track-record of extensive and relevant experience in the design, build, finance, operation and maintenance of car parking facilities or similar projects.

Assuming that Ashghal proceeds with the RFQ stage, parties that submit an EOI will be notified of the RFQ stage and, where applicable, requested to obtain the RFQ documents (this stage will also be advertised to the market).

Ashghal understands that interested participants may wish to form a consortium to bid for the Project, but at the stage of this Request for EOI, interested companies and firms may respond individually and demonstrate the expertise of their primary activities.

Interested parties are required to submit their EOI in electronic format (MS word or PDF files), by email to the following address:

[EOI@ashghal.gov.qa](mailto:EOI@ashghal.gov.qa)

EOI responses shall be submitted **not later than the time and date specified in the PWA Website**. Ashghal reserves the right, at its discretions, not to consider late responses, with no liability whatsoever.

### 3.2 Information Sought

EOIs shall be completed in English (not to exceed 10 A4 pages) and contain the following information together with a covering letter of interest prepared on headed letter paper and signed by one or several authorized signatory(ies):

<b>Name of company:</b>
<b>Company overview</b> (including brief company history):
<b>Legal status:</b> (including whether or not listed on the Qatar stock exchange):
<b>Address and Point of Contact</b> (to include emails and phone numbers):
<b>Key Activities:</b>
<b>Reasons for interest in the Project</b>
<b>History of Involvement in Similar Projects</b> (Locally and internationally):
<b>Comments on the Project</b> (500 words max):