



وزارة التعليم و التعليم العالي
Ministry of Education and Higher Education

Request for Expression of Interest

Request for Expressions of Interest for
The Qatar Public Private Partnership
Schools Development Program - Package 1

January 2019



وزارة التعليم والدراسات العليا
Ministry of Education and Higher Education

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EOI – The Qatar Schools PPP Development Program

2019

Introduction

The Ministry of Finance (“MoF”) and Ministry of Education and Higher Education (“MoEHE”) (“Contracting Authority”) is planning the implementation of the Qatar Public Private Partnership Schools Development Program (“PPP Program”). The Contracting Authority has appointed the Public Works Authority (“Ashghal”) as its Nominated representative (“Nominated Representative”) for the procurement, design and construction phase.



1. General Information

1.1 Qatar schools PPP Development Program

The Government of Qatar, has developed a PPP program to develop public infrastructure projects and to introduce private capital and expertise in sectors otherwise under Government control. Qatar's Second National Development Strategy 2018-2022, encourages greater private participation in economic activity, on its own or through PPP frameworks.

In line with above objective, the contracting Authority has identified 45 schools to be implemented under a PPP framework. The 45 schools are divided into 6 packages, each consisting of 6-8 schools.

Each package will be implemented as a separate PPP Project. Expected dates for releasing the EOI and expected delivery date for each of the packages is detailed below.

Table 1: List of Packages of schools for the PPP Program

Package	Number of Schools	Proposed EOI date	Proposed Delivery date
Package 1	8 schools	Jan 2019	Jul 2021
Package 2	6-8 schools	Jun 2019	Dec 2021
Package 3	6-8 schools	Jan 2020	Jul 2022
Package 4	6-8 schools	Jun 2020	Dec 2022
Package 5	6-8 schools	Jan 2021	Jul 2023
Package 6	6-8 schools	Jun 2021	Dec 2023

Each package is expected to be undertaken as a '**Design, Build, Finance, Operate, Maintain and Transfer**' (**DBFOMT**) project. The contractual structure is expected to be similar for all packages. This will allow both the government and the private sector to achieve synergies in terms of speed and quality of execution of the procurement of the program.

1.2 Request for Expression of Interest

Ashghal, on behalf of the Contracting Authority, invites parties to submit **Expressions of Interest for Package 1 of the Qatar schools PPP Development Program ("Project")** for the design, build, finance, operation, maintenance and transfer of the 8no. Schools in Package 1.

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



2. Project Background

2.1 Overview of the Education Sector in Qatar

Qatar's constitution establishes education as one of the basic pillars of social progress, declaring: "The state shall ensure, foster and endeavour to spread education." The country's economic growth over the last two decades has transformed Qatar into one of the world's wealthiest countries.

The government has outlined a clear vision of leveraging these resources to diversify the economy away from oil and gas revenues. Qatar's National Vision 2030 (QNV 2030) outlines the country's long-term social and economic goals and identifies education as a critical vehicle for meeting these targets. The government has invested in reforming the sector and in developing new education initiatives, programmes and projects over the past two decades.

The reforms and investment in the education sector are aligned with the goals of QNV 2030, which seeks to transform Qatar into "an advanced society capable of sustaining its development and providing a high standard of living for all of its people".

Qatar's primary and secondary system consists of independent publicly financed schools ("Government schools /Independent schools") supplemented by a thriving industry of privately owned and operated schools ("Private Schools").

The Qatar Schools PPP Development program is a step in the direction of improving the innovation, quality and speed of construction together with improved operations and maintenance of the Independent schools.

2.2 Overview of the Project

2.2.1 Project Sites

The project, is the first of the six packages of The Qatar schools PPP Development Program. The Project includes the development of 8 schools in the first package. The details of the project sites are presented below:

School	Type	Area	Site Area (m ²)	Total No. of Students	Total No. of Staff
01	Secondary School	Al Wakra	25,141	750	90
02	Preparatory School	Al Khisa / Rawadat Al Hamam	29,375	750	90
03	Secondary School	Umm Salal Mohammed	19,426	750	90
04	Preparatory School	Bu Fesseela	27,543	750	90
05	Primary School	Al Wukair	29,717	750	90
06	Secondary School	Al Khisa/ Rawadat Al Hamam	38,659	750	90
07	Primary School	Al Wukair	33,885	750	90
08	Secondary School	Rawdat Al Naisar	24,693	750	90

All sites have been fully cleared and are ready for hand over to the investor/ developer.

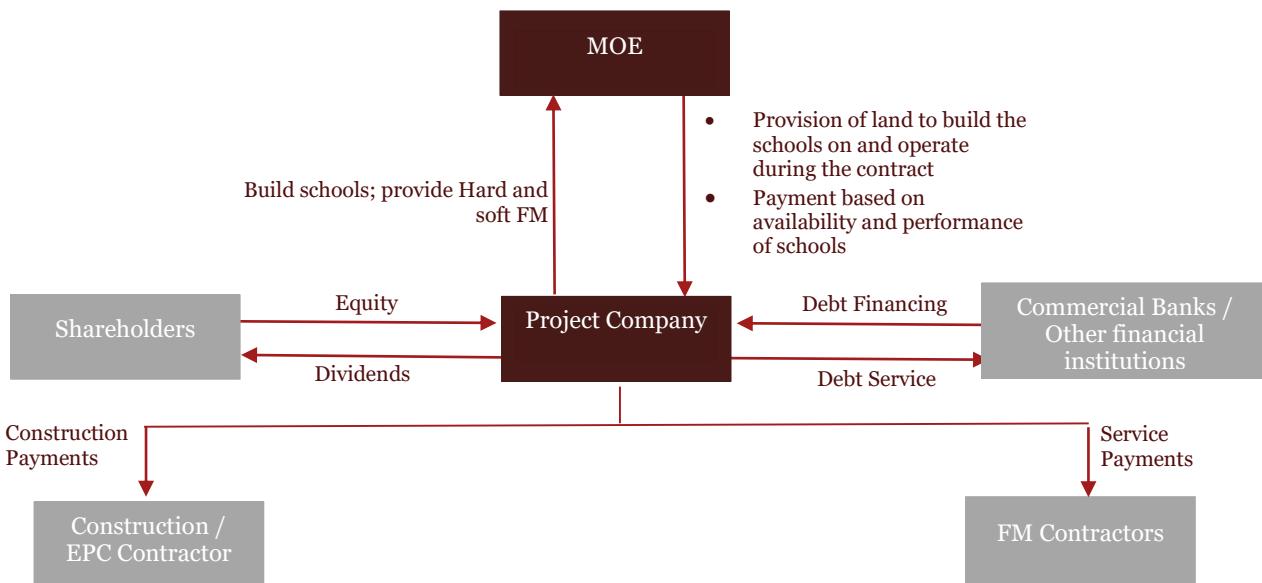


2.2.2 Project Scope

The Project scope will include the design, construction, financing, operation, maintenance and transfer of 8 school buildings. The operations include the provision of hard and soft facilities management services. Ancillary operations such as cleaning, ICT infrastructure, security, and other Facilities Management services will also be included. That said, all teaching and school administration activities will remain the responsibility of the MoEHE.

All payments will be on a performance and availability basis. Design, construction, operations and maintenance related risks will be transferred to the private sector. Demand risks will stay with the Contracting Authority. ***There is no intention to transfer any demand risk for the schools to the Private sector PPP provider.***

It is intended that the new schools are completed in time for the 2021 academic year and currently the duration of the concession is 25 years from Financial Close to Transfer back to the Contracting Authority.



2.2.3 Private sector responsibilities for the project

Stage	Private Sector Role	Government Role
Design and Build:	<ul style="list-style-type: none"> • Design • Construction • Landscaping 	<ul style="list-style-type: none"> • Provision of land ready for construction • Design and Construction Performance Monitoring
Operation and Maintenance:	<ul style="list-style-type: none"> • Cleaning • Security • Facilities Maintenance • Grounds Maintenance • Lifecycle Replacement • Helpdesk 	<ul style="list-style-type: none"> • Educational Services • Teaching Staff • Educational Equipment • Catering • School Transportation
Finance /Commercial	<ul style="list-style-type: none"> • Finance / Commercial • Debt and Equity 	<ul style="list-style-type: none"> • Manage Contract • Pay Unitary Charge according to performance



3. Capabilities required from the Private sector

The Respondents shall note that within the RFQ they shall be required to provide evidence of their experience in delivering projects of a similar nature as the Project, either as owner, operator or EPC contractor, 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 GCC and in the MENA Region In the 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 will be sent in the Request for Qualification document:

- Strong track record in the development of schools as design, build, finance, operate, maintain and transfer projects.
- Track record in the development of other facilities as design, build, finance, operate, maintain and transfer 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.
- Sound financial position.



4. Procurement Process and Indicative timelines

The procurement process has been designed to deliver a fair, transparent, efficient, practical and timely process for Ashghal. The procurement process is expected to consist of the following stages:

Stage	Indicative timeline
EOI	Jan 2019
Project Briefing (Doha)	Jan 2019
RFQ	Feb – Mar 2019
RFP	Apr – Aug 2019
Post Tender Meeting	Aug 2019
Selection of Preferred Bidder	Nov 2019
Financial Close	Feb 2020
School Opening Date	Sep 2021

Ashghal reserves, at its sole and absolute discretion, the right to alter the above timeline should it be considered necessary.



5. EOI Submission Instructions

5.1 Expression of Interest

Ashghal is interested in receiving EOIs with the information sought in section 5.2 of this document from interested parties with a track-record of extensive and relevant experience in the design, build, finance, operation and maintenance of school 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.

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:

contracts@ashghal.gov.qa

EOI responses shall be submitted by 13:00 local Doha time (+3:00 GMT) on 31 January 2019. Ashghal reserves the right, at its discretion, not to consider late responses, with no liability whatsoever.



5.2 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):

Name of company:
Company overview (including brief company history):
Legal status: (including whether or not listed on the Qatar stock exchange):
Address and Point of Contact:
Key Activities:
Reasons for interest in the Project
History of Involvement in Similar Projects (Locally and internationally):



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Comments on the Project (500 words max):

The EOI response should also include the completed EOI Acknowledgement Form, Anti-corruption and Confidentiality Declaration, along with a valid copy of the interested party's Commercial Registration.