



قطر تستحق الأفضل  
Qatar Deserves The Best



Public Works Authority

## DEVELOPMENT OPPORTUNITY

Truck & Heavy Equipment Parking in  
Doha Industrial Area

Public-Private Partnerships Pre-Bid  
Presentation

# Qatar National Vision 2030 aims to enhance the role of the private sector to create a more dynamic and diversified economy

Qatar  
National  
Vision  
2030



Through **fruitful cooperation** and  
**public-private partnerships**



Qatar has identified an opportunity for the private sector to **develop and operate a truck parking and services** area in Doha

## Background

- The Project aims to reduce cases of illegal street parking of heavy equipment and trucks through regulated facilities
- It is part of Doha's beautification strategy

## Objectives

- Meet a demand for 3,500 truck parking and 250 heavy equipment parking
- Develop a free of charge parking system across Qatar
- Develop a commercial area that shall provide all the necessary services for the truck drivers

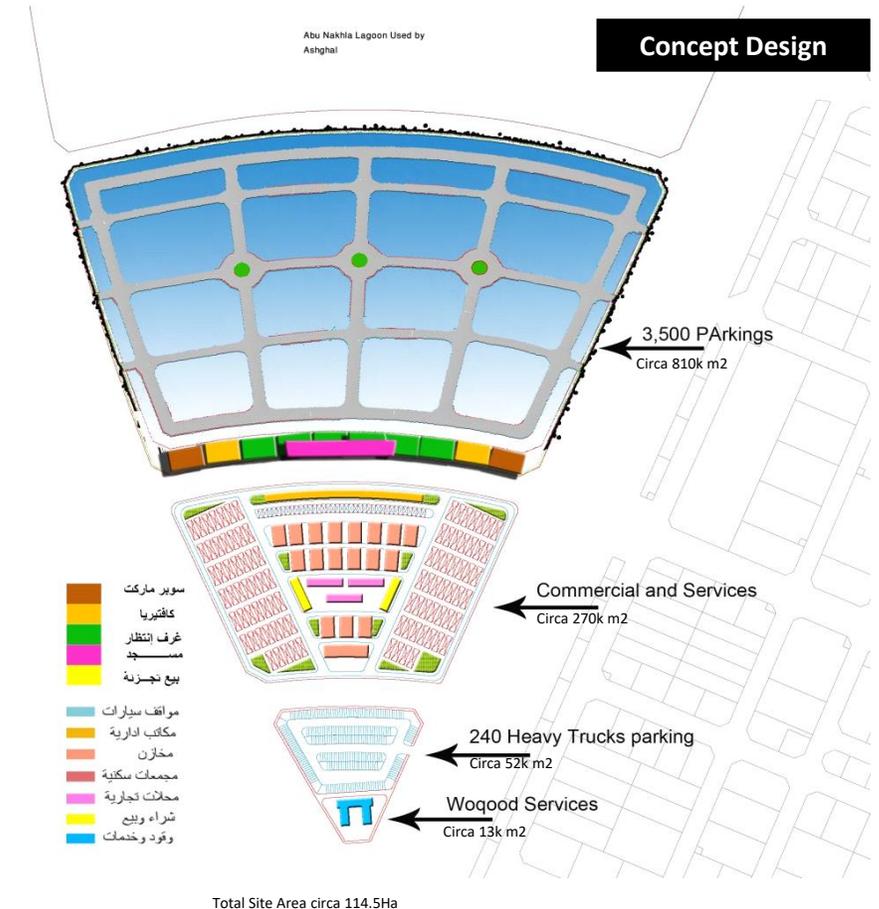
# There is an opportunity to invest in a project strategically located at the intersection of Salwa Road, Al Majd and G-Ring

## Site Assessment

- Total Land Area: 1.1 Mn m<sup>2</sup>
- Location: Abu Nakhla



## Concept of Truck Parking Development



# We will support your investment through a nominal lease rate and facilitate the supporting infrastructure

## Facilitation



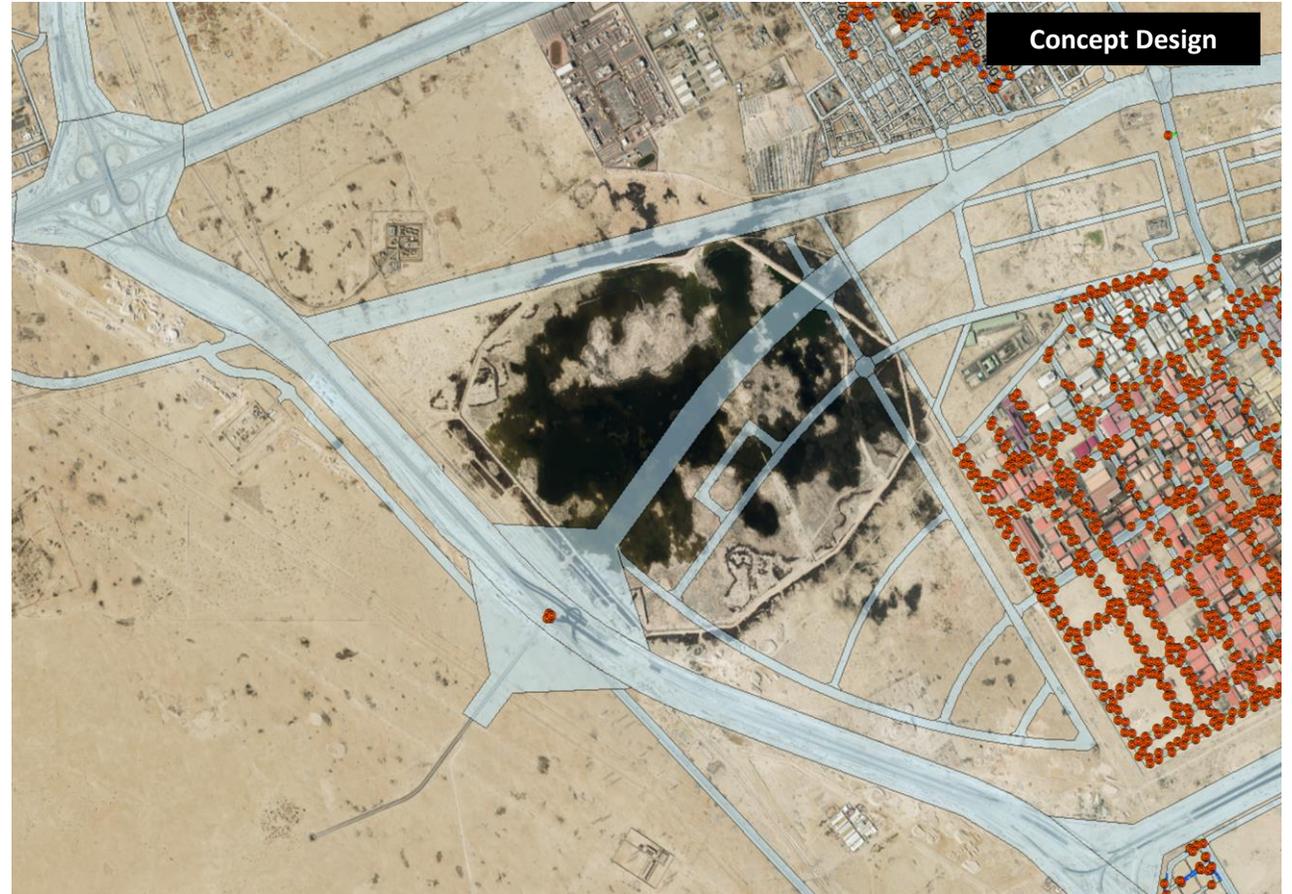
**Lease Rate:**  
QAR 1 per m<sup>2</sup> per annum



Infrastructure to the plot boundary:

- Roads
- Electricity
- Water
- Drainage

## Future Plan Overlay of Site



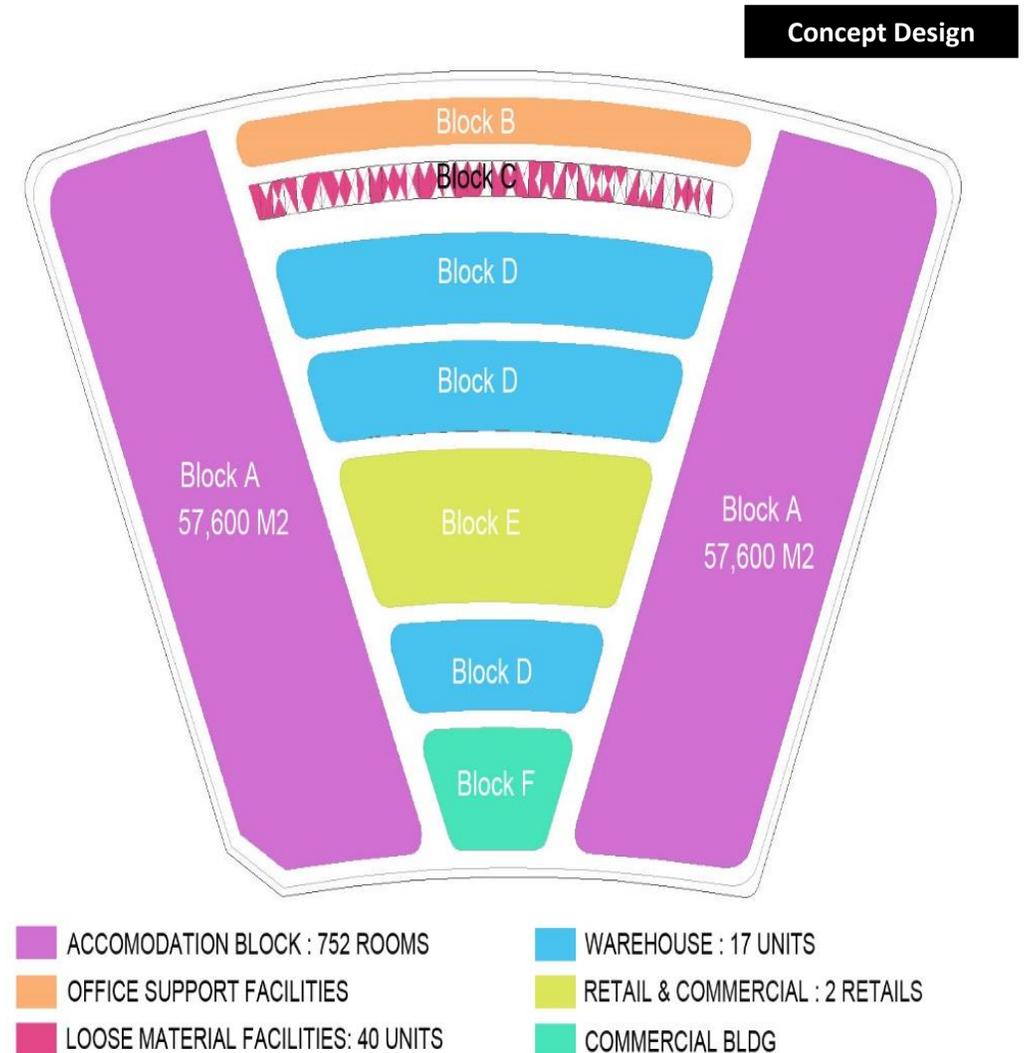
# Through diversifying the commercial area mix, you can generate revenue through multiple sources

## Commercial and services area shall include:

- Mosque
- Sanitary facilities for the parking area

## Commercial and services area can include:

- Retail and commercial units
- Truck driver/labour accommodation
- Service facilities such as workshops, technical services, and petrol station
- Office support facilities
- Warehousing and loose material facilities
- Other services such as security, lighting and etc.



# The technical requirements for the parking area are minimised to reduce capital and operating expenses for the Project

## Parking Technical Specifications:

Capital investment in truck and heavy equipment area will include:

- Site investigation
- Demolition and site clearance
- Earthworks
- Pavement may be Earth materials such as compacted gravel
- **Asphalt course is not necessary**

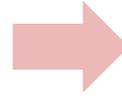


Illustrative

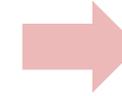
# The project will be procured under a Design, Build, Finance, Operate, Maintain and Transfer scheme (DBFOMT)



Government



Private Investor through a  
Project Company



Consumers

**Contracting Authority**

Ministry of Municipality and  
Environment

**Authorised Representative**

Ashghal

**DBFOMT**

Private Sector

- Private sector to transfer back project to Contracting Authority at expiry
- Truck parking shall be free of charge
- Commercial area will be the main revenue source for the Project

**Notes**

**Investors**, either sole respondents or through consortiums, **will bid competitively** for the right to **design, build, finance, operate, maintain the facilities** and **provide their services** to the consumers

# MME will provide the land lease and monitor the performance of the truck parking

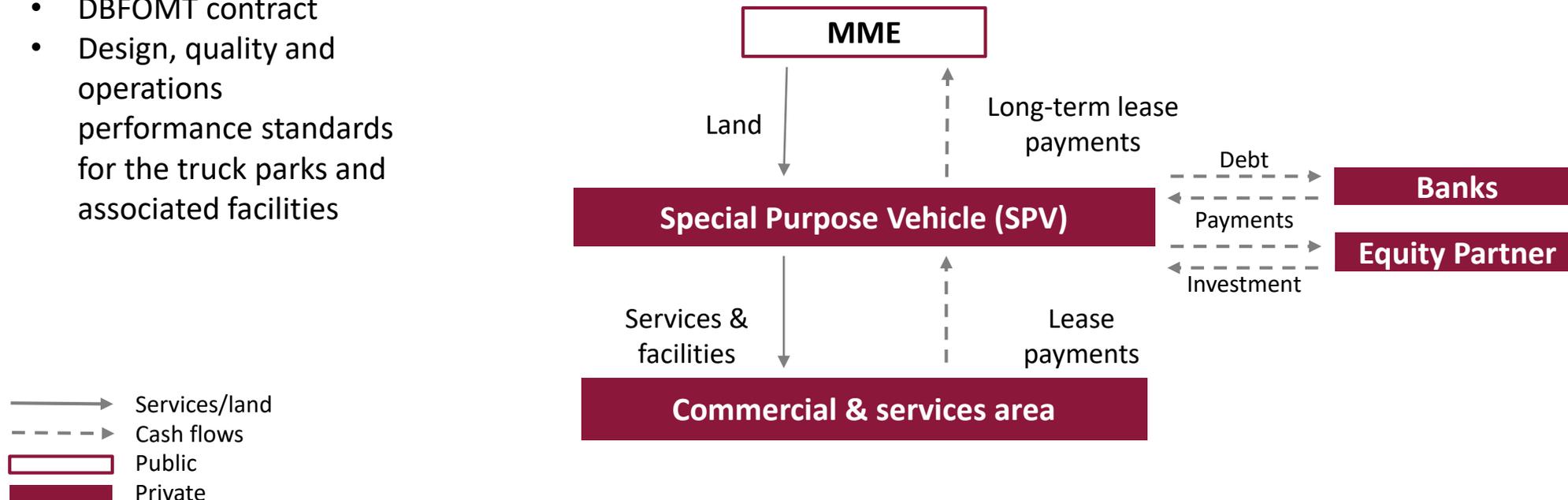
## The Contracting Authority role will be to:

- provide infrastructure connections
- secure the land and rent it at a nominal value to the Project Company (SPV)
- manage the PPP contract and the performance of the private sector partner
- remain the owner of the land

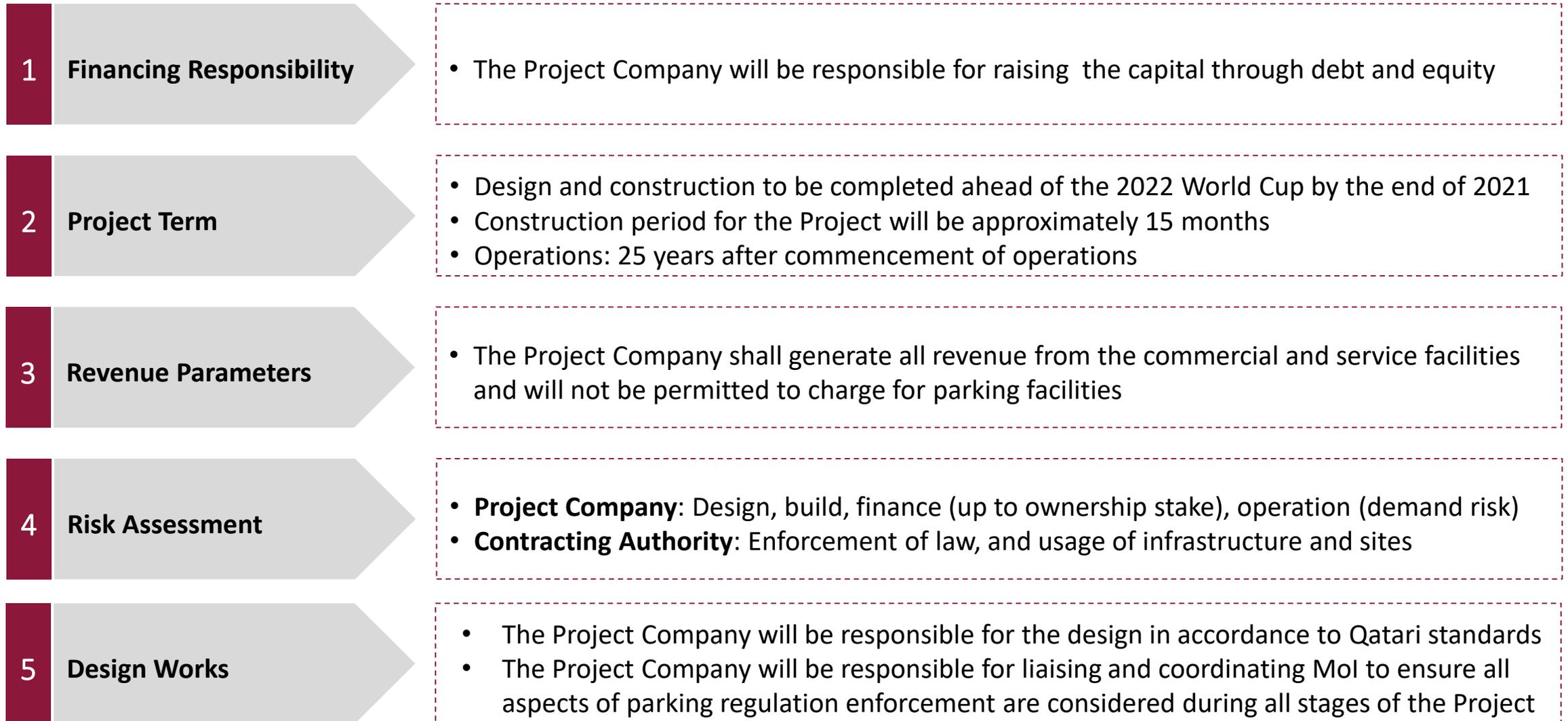
## MME Roles:

- DBFOMT contract
- Design, quality and operations performance standards for the truck parks and associated facilities

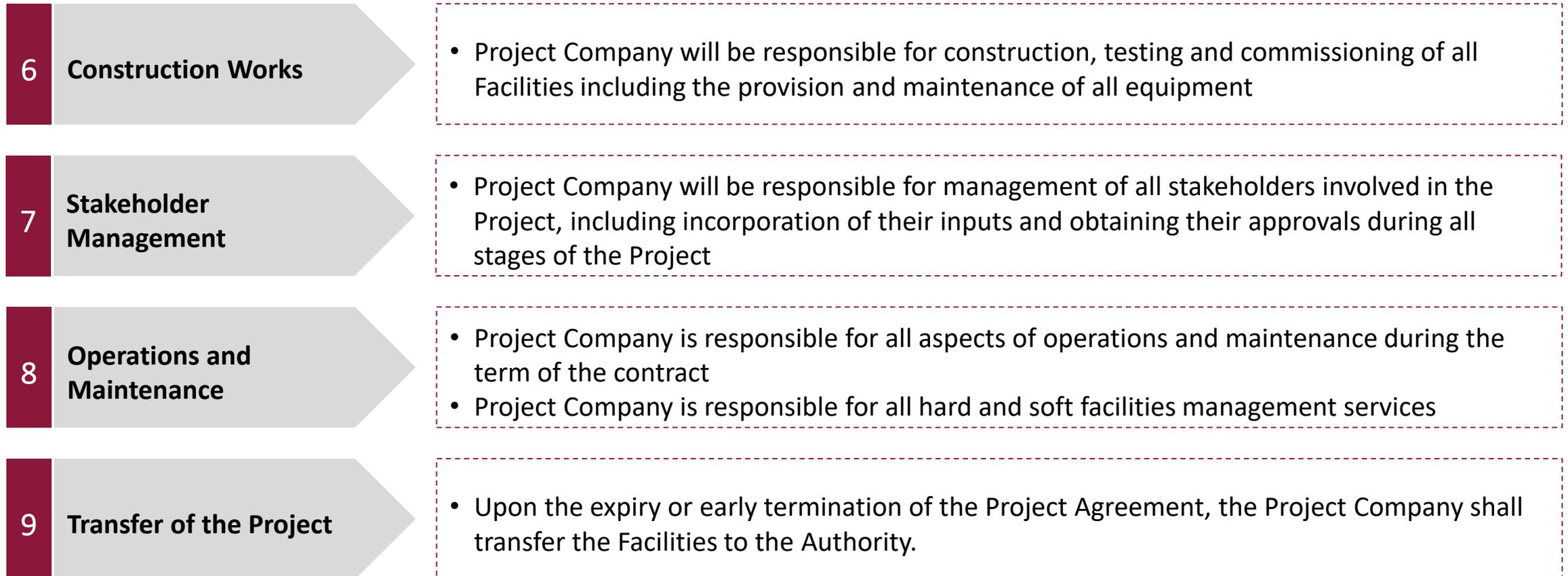
## Envisaged Contractual Structure



# We have isolated the key aspects of the project across various levers (1/2)



# We have isolated the key aspects of the project across various levers (2/2)



# Legal Considerations

# We have isolated five areas for legal considerations

## 1 Legal Framework

- The procurement process is governed by the Tenders Law and its implementing Executive Regulations

## 2 Procurement Oversight

- Ashghal will manage the procurement process, which in turn is conducting the procurement on behalf of MME

## 3 Contracting Method

- Public tender conducted in accordance with the regulations

## 4 Tender Documents

- Request for qualification (“RFQ”) released on 21 November 2019.
- Request for proposal (“RFP”) to be released to prequalified respondents in early Jan 2020

## 5 Existing Legislation

- Existing legislation requires the Project Company to seek and secure certain governmental approvals to conduct the envisaged scope of work under the PPP Agreement.

1

## Key Agreements with MME

- A draft of the PPP agreement which will govern the contractual relation between MME and the Project Company
- Other agreements will include one or more site leases and a substitution agreement governing lenders' relationship with MME

2

## Other Agreements and Documents

- Prior to closing under the PPP Agreement, the Project Company will need to deliver its project and financing documents including EPC Contracts, O&M Contracts, any other subcontracts, collateral warranties and insurance policies.

3

## PPP Agreement

- Structured in accordance with Qatari precedent and international best practices
- Technical output specifications to be attached as a schedule
- Financial matters will be defined in schedules
- Forms of the site lease, substitution agreement, the collateral warranties and the development and performance securities to be attached

4

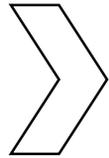
## Key terms

- Include without limitation compensation events, relief events, force majeure events, change in law, indemnities, insurance requirements, early termination and termination payments, sharing of refinancing gains and dispute resolution

# RFQ Technical Submission Requirements

# Candidates will be pre-qualified based on their technical experience and capability to undertake the project

**Required  
Technical  
Qualifications**



- 1 Design and Construction Experience
- 2 Facilities Management Experience
- 3 Project Management Experience and Development Experience
- 4 Regional Experience / Experience with Government of Qatar
- 5 Risk Management Capability

# The evaluation of the RFQ first assess minimum threshold requirements followed by a detailed assessment and scoring

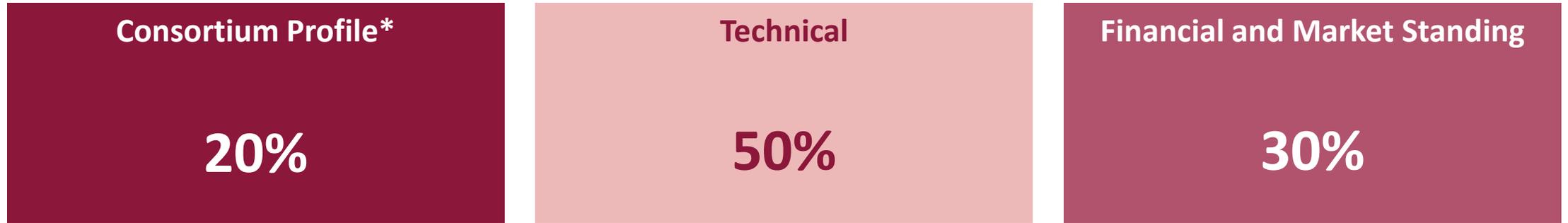
## Stage 1:

A review of SOQs to check if they meet the minimum threshold requirements presented below

Pass/Fail Criteria

No	Criteria	Minimum Threshold to be Considered for RFQ Evaluation
1	Legal	The Respondent has provided a signed Declaration.
2	Financial Strength of the Respondent	The Consortium Leader should have a minimum tangible net worth of USD 80 million (or equivalent) in each of the past three years.
3	Experience and Track Record in Raising Finance	The Respondent should have experience in raising project debt for at least one real estate or similar project.
4	PPP Experience	The Respondent should have carried out projects with PPP type structure.
5	Design Experience	The Respondent should have experience in designing at least one truck park facility or relevant real estate project.
6	Construction Experience	The Respondent should have experience in constructing at least one truck park facility or relevant real estate project.
7	FM	The Respondent should have experience of FM for at least one truck park facility.

# Overall scoring weights on the Statement of Qualifications are weighed as below



Respondents need to score at least 70% (qualifying score) to be considered for the RFP stage

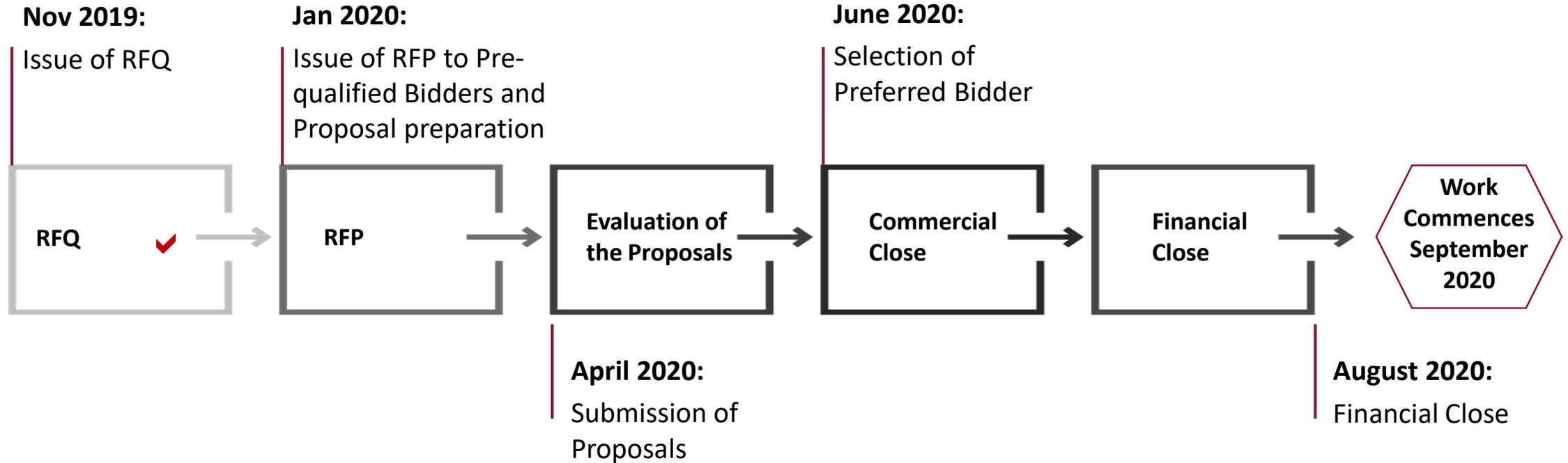
*\*Evaluation criteria includes but not limited to a clear allocation of roles and responsibilities, risk management, and previous experience of members working together.*

# Stage 2 shall be a detailed review of the quality of the SOQs against the evaluation criteria



# Procurement Timeline

# Project works are expected to commence in August, 2020



# Thank you!

## *Feedback and Questions*