



REQUEST FOR EXPRESSION OF INTEREST (EOI)

ISSUE DATE: 07th DECEMBER 2024

PROVISION OF CONSULTANCY SERVICES FOR AN INVESTMENT AND FINANCING STRATEGY DEVELOPMENT OF MVERA INNOVATION CITY PROJECT IN DOWA DISTRICT, CENTRAL REGION OF MALAWI.

REF. NO: MACRA/IPDC/MVERA-IC/2024/12/01

1. BACKGROUND

The Malawi Communications Regulatory Authority (MACRA) (“The Authority”) on behalf of the Government of Malawi wishes to invite expressions of interest (EOI) from qualified and experienced consultancy firms to develop a comprehensive Investment and Financing Strategy for the MVERA Innovation City Project in Dowa District, Central Region of Malawi.

MACRA was established pursuant to Section 4 of the Malawi Communications Act, Cap 68:01 of the Laws of Malawi, is to regulate and monitor the provision of communications services and ensure that, as far as it is practicable, reliable and affordable communications services are provided throughout Malawi. MACRA’s vision is to provide communications services for a digitally transformed nation.

The City is envisioned to be a leading hub for innovation, technology, and sustainable development, playing a critical role in the economic growth of Malawi and beyond.

1. OBJECTIVE OF THE ASSIGNMENT

The main objective of this consultancy assignment is to design and develop an Investment and Financing Strategy for the Project aimed at attracting investors to participate in the project that will enable the successful development and long-term sustainability of Mvera Innovation City. The strategy should identify potential funding sources, outline financial models, and provide recommendations for effective mobilization of financial resources.

2. SCOPE OF THE ASSIGNMENT

The successful consultancy firm will among others be expected to perform the following tasks:

- Conduct a detailed assessment of the current financial landscape and funding requirements for Mvera Innovation City.
- Analyse potential financing options, including public-private partnerships, investment funds, and alternative financing mechanisms.
- Develop a comprehensive financial strategy and implementation roadmap for securing necessary resources.
- Provide strategic recommendations for engaging stakeholders and securing commitment from key financial partners.
- Support the preparation of a detailed financing model, including risk analysis, cash flow projections, and financial viability assessments.
- Financial Modeling: The financial modeling will entail the construction of a financial model, which will be used as a standard financial model for the Project. The Advisor is expected to determine the rate of return expectations of potential private sector bidders. The model should, therefore, cover the whole life cycle costs as the proposed technical solution. The financial modelling should consider the following:

- Economic cost benefit analysis of the Project and alternative solutions.
- Determination of revenue requirements to meet Project funding needs.
- An assessment of any need of Viability Gap Funding and its magnitude,
- Determination of the Project's financing requirements and the evaluation of alternative financing structures.
- Sensitivity analysis to test resilience of the model to changes in assumptions and risks over the Project term

3. CONSULTANTS QUALIFICATIONS AND EXPERIENCE

The successful consultancy firm shall be required to undertake the assignment as a multi-disciplinary team comprising a Lead Consultant and Key Experts as follows:

- a) **The Lead Consultant:** should have a master's degree in any of these specialties, economics, finance, engineering or equivalent qualification. He/she should demonstrate having a minimum of 10 years' experience in complex projects with a bias in city development/. The lead consultant with vast experience in developing, analyzing and structuring investments and financial strategies.
- b) **Financial and Commercial analyst:** Should have a master's degree in finance, Economics or related qualifications. He/she should demonstrate having a minimum of 10 years of experience in analyzing major project financial viability, economic appraisal and developing financial models for infrastructure projects
- c) **Legal expert:** Should have a minimum of a bachelor's degree in law from a recognized institution. Should demonstrate having knowledge in Malawi Law, with 10 years' experience in project finance, legal and regulatory analyses and reviews and complex project contracts

- d) **Lead Architect:** Should have a minimum of a bachelor's degree in architectural studies or any other related field. He / She must also be familiar with the Malawi operational environment, with at least 10 years' experience and registered with a relevant professional body.
- e) **City Planner:** Should have a minimum of a bachelor's degree in urban and Regional Planning, Architecture, Building or its equivalent with a minimum of 10 years of experience
- f) **Environmental and social impact expert:** Should have a Master of Environmental Science with at least 10 years' experience in similar complex buildings/infrastructure projects and exposure to complex projects.
- g) **Quantity Surveyor/Cost Engineer:** Should have a minimum of a bachelor's degree in quantity surveying or in any other related field with a minimum of 10 years of experience and registered with a relevant professional body
- h) **Structural Engineer:** Should have a minimum of a bachelor's Degree in Structural Engineering, Civil Engineering or in any other related field with a minimum of 10 years of experience and fully registered with relevant professional body
- i) **Services Engineer:** Should have a minimum of a bachelor's degree in services engineering or in any other related field with a minimum of 10 years of experience

5. ELIGIBILITY CRITERIA

To be eligible, interested consultancy firms must meet the following criteria:

- Proven experience in developing financing strategies, particularly in large-scale urban development projects.

- Demonstrated ability to work with both public and private sector stakeholders.
- In-depth knowledge of financing models, including innovative funding solutions for infrastructure and technology-driven projects.
- A track record of successful consultancy services in similar projects, with references from at least two relevant projects.

6. SHORTLISTING OF FIRMS

Expressions of interest will be evaluated in accordance with the Public Procurement and Disposal of Public Assets Act of 2017 and its subsidiary legal framework. Participation is open to all eligible bidders.

A shortlist of a maximum of six (6) consultancy firms shall be invited to submit technical and financial proposals to the Authority. The firm will be selected through a **Quality & Cost Based (QCBS)** selection method using Complex Based Request for Proposal (RFP) Document.

7. EXPRESSION OF INTEREST (EOI) SUBMISSION

Interested eligible bidders may submit expressions of interest (EOI) in sealed envelopes clearly marked “**Expression Of Interest (EOI): Provision of Consultancy Services for the Development of an Investment and Financing Strategy for MVERA Innovation City Project in Dowa District, Central Region Of Malawi.**” should be submitted to the address highlighted below. The submission **MUST** include;

- Company Registration Certificate or Certificate of Incorporation.
- Power of the Attorney
- Team composition and qualifications of key Experts proposed for the assignment proven through inclusion of Certified Curriculum Vitae (CV); and

- Description and details of similar assignments undertaken and proven by at least two (2) letters of recommendation from reputable organizations

THE CHAIRPERSON

Internal Procurement and Disposal Committee (IPDC)

**Malawi Communications Regulatory Authority
(MACRA)**

2 Khonje Close

1st Floor Green Heritage House Area 13,

P.O. Box 30214

207213

Lilongwe

MALAWI

Attention: Head of Procurement & Supply Chain

E-mail: procurement@macra.mw

**8. CLOSING DATE FOR RECEIPT OF EXPRESSION OF
INTEREST (EOI)**

Closing date for submission of EOI's is on **6th January 2025** at **10:00 hours** and opening shall commence at the same time. Bidder's representatives and the public who wish to attend the opening ceremony are most welcome.

Interested consultants are encouraged to include a soft copy with their EOI