



Invitation for International Bidding
For Selecting Potential Investor to develop
Public-Private Partnership (PPP) Project
In the form of the Swiss Challenge Bidding System

Project Name: Modern Integrated Vehicle and Transportation Management Project
(002-2020 / USP / IPD8 / MPI)

Bidding Channel No: LAOS.001-2021 / USP / IPD8 / MPI
December 8th, 2021

Government Representative: PPP Office, Ministry of Planning and Investment (MPI)
Project Owner: Ministry of Public Works and Transport (MPWT)
Bid Published Date: 8th, December 2021
Closing Time and Date for Bid Submission: 10:00 am, 23rd, December 2021
Bid Opening Date: 24th, December 2021
Source of Project Development Funding: 100% by private partnership

The Purpose of the Bidding

To ensure competitive, transparent and fair bidding in the selection of potential investor with specific experience; to ensure high availability of financing and technologies for modern development in management of Vehicles and Transportation; to target for successful practice in unified investment between the Public and Private Partnership (PPP) - a DBFO project; to upgrade public service and management achieve the efficiency and effectiveness of the project's development objectives as set by the government.

International Competitive Bidding (Swiss Challenge System)

Based on the study of economic - technical feasibility and design for integrated management of Vehicles and Transportation with unified investment between the Public and Private Partnership (PPP) which was undertaken by the project initiator and approved by the 12th National Committee for Investment Promotion and Management on 6th, December 2021. With an urgent needs for the Government to develop the project, we publish the invitation for interested bidders to join the competitive bidding in Swiss Challenge basis to compete in terms of qualification, technical or financial proposals. Technical design and financial model were specified in the project feasibility study document submitted by the project initiator. Interested bidder can purchase the bid at the address below with US \$ 5,000 / bid.

Contact: Public-Private Partnership (PPP) Division, Investment Promotion
Department (SEC), Ministry of Planning and Investment (MPI).
Contact Phone No.: 856-21-215636
Email: pppcenterlaos@gmail.com
Address: Public-Private Partnership (PPP) Division, Investment Promotion
Department (IPD), Ministry of Planning and Investment (MPI).
Souphanouvong Road, Vientiane, Lao PDR

Base on the Swiss Challenge implementation mechanism, in accordance with Article 25 of the Public-Private Partnership Decree, dated 21st December, 2020, which can be accessed at: www.investlaos.gov.la, www.mpwt.gov.la the successful bidder will be required to reimburse the cost of the project initiator for the economic and technical feasibility study of the project (initial value of US \$ 5,000,000).

Bidders must submit the bid in 3 envelopes as following:

• **Envelope 1: Qualifications of bidders**

Bidders must submit in the first envelope the following proof or documents:

1. Certificate of financial readiness to reimburse the investment costs for the economic-technical feasibility study and project design: USD 5,000,000 (subject to auditing);
 2. Business registration; Document certifying the fulfillment of the latest annual tax obligations;
 3. Company's Profile ;
 4. Information of the Board of Directors of the company together with a copy of ID card, Criminal Certificate, copy of passport for foreigners;
 5. Company's Articles of Association;
 6. Financial Report for the past 3 years;
 7. Experience in CCTV project deployment in the region or Lao PDR in the past 5 years (experience in Lao PDR will be given priority in consideration);
 8. Experience in national DMR Trunking network deployment in the region or Lao PDR in the past 5 years (experience in Lao PDR will be given more priority in consideration);
- Bidders must have more than 10 years of experience in the ICT and transportation industry and should have more than 5 years of experience in the region and Lao PDR.

• **Envelope 2: Criteria - Technical Requirements**

Bidders must submit a second envelope with the following documents, where only the bidder who has successfully passed the evaluation of documents in first envelope will be opened for the second envelope:

1. Project Feasibility Study Report;
2. Initial system design;
3. Technical proposal, including all products, systems, software and services, with operation and maintenance during the concession period.

• **Envelope 3: Financial conditions**

Bidders must submit a third envelope the commercial proposal including the following conditions as Counter Proposal to the initial proposal. However, only the bidder who has successfully passed the evaluation of documents in both first and second envelopes will be opened for the third envelope.

1. In case of being selected as the winner of the bid to develop the project, it is willing to reimburse the investment cost of the economic-technical feasibility study of the project amounting to USD 5,000,000 (Subject to auditing).
2. Estimated annual project revenue not less than: USD 53,046,636 per year.
3. Total investment by the private party only for EPC plus Operation and Maintenance (O&M) over the 20-year concession period: USD 500,000,000.
4. Concession period: 20 years
5. Private party investment: 100%
6. Divide the benefits (profit) to the government with 0% financial investment. The government's share on net profit (after taxation) should not be less than: 5%.