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REQUEST FOR EXPRESSION OF INTEREST

19 SEPT 2019

No. _____/ASMI/MINTP/DCT/CAO/IE2/2019 OF _____

FOR THE SELECTION OF A PARTNER FOR THE ESTABLISHMENT OF A BITUMEN PRODUCTION UNIT IN CAMEROON

As part of its Growth and Employment Strategy, the Government of the Republic of Cameroon, convinced of the leading role of infrastructure in facilitating trade and promoting strong and sustainable growth, decided to invest massively in this domain as the majority of the infrastructure works consume bitumen, the need to produce bitumen internally is essential.

Bitumen consumption is increasing for infrastructure needs in Cameroon, as well as in the sub-region.

The establishment of a bitumen plant in Cameroon would help: (I) reduce the cost of road works; (ii) create jobs (direct and indirect); (iii) reduce imports and improve the trade balance; (iv) develop the value chain.

It is therefore important for the Government to promote, encourage and guide initiatives, through facilitation, or even participation or risk sharing under public/private partnerships, through an appropriate legal and institutional framework.

Consultation with potential public or private partners, for the implementation of this project is essential in order to ensure keen competition in this sector and to put potentially interested partners on an equal footing.

In view of all these challenges for the development of Cameroon, the Government of Cameroon undertakes to launch an International Public Call for Expression of Interest to select a service provider for the establishment of a bitumen production unit in Cameroon.

I - OBJECT

The main purpose of this expression of interest is to select one contractor, a joint-venture or a consortium with which the State of Cameroon shall engage in the process of bitumen production and distribution in Cameroon and in the CEMAC and UEMOA sub-regions.

II-LANGUAGES USED

Tenders shall be submitted in French or English.

II-DESCRIPTION OF THE SERVICES

The services shall consist of:

- Drafting a feasibility study;

- Building and operating the bitumen production plant.

The public component reserves the right to modify the consistency of the services during the pre-qualification dialogue. The candidates shall be notified and this addition shall be negotiated.

IV- QUALIFICATION CRITERIA

- Be a contractor, joint-venture or a consortium;
- Show proof of the relevant administrative, technical and financial capabilities;
- Show proof of adequate experience in the oil industry.

V- TENDER FILE

Interested bidders must submit their tenders in two separate volumes consisting of a partner's profile and a technical proposal.

V-1. PARTNER'S PROFILE

The profile shall include: (i) the articles of association of the of the contractor, or those of the members of the joint-venture or the consortium, (ii) their organization; (iii) evidence of the technical capacity in relation to the project and (iv) the financial situation and investment opportunities.

In case of a consortium, experience of each partner in the specific field of intervention may be presented.

V-2 TECHNICAL PROPOSAL

Interested private partners shall provide preliminary information to enable them to determine the feasibility of the project.

These specifically include in this proposal:

- To develop understanding note of the project objectives;
- To suggest the modes and form of partnership with the State;
- To draft the implementation programme (duration of the negotiation, duration of the plant implementation, etc.);
- To specify the technologies and materials to be used, as well as the variants of bitumen to be produced and/or distributed;
- To specify the operating conditions;
- To carry out analyses of the company's financial profitability and highlight macroeconomic and social benefits;
- To specify the financial flows to be mobilized;
- To carry out a risk analysis and the means of their management;
- To present the process that the candidate intends to implement to achieve bitumen production in Cameroon.

Candidates promoting innovative alternative techniques and products of bitumen shall present their applications in the same format and structure,

highlighting the comparative advantages of their approach with conventional techniques, as well as any specific operating conditions.

VI: EVALUATION AND SELECTION CRITERIA OF CANDIDATES

The submitted tenders shall be evaluated as per the following criteria:

VI-1: Eliminary criteria

- False declaration or forged documents;
- Technical mark less than 70/100;

VI-2: Essential criteria

- Understanding of the project objectives **out of 15 points**;
- Implementation programme (duration of the negotiations, duration of the plant implementation, etc.) **out of 05 points**;
- Technologies and materials to be used, as well as the variants of bitumen to be produced and/or distributed **out of 15 points**;
- Operating conditions **out of 20 points**;
- Analyses of the company's financial profitability and highlight of macroeconomic and social benefits **out of 20 points**;
- Financial flows to be mobilized **out of 15 points**;
- Risk analysis and the means of their management **out of 10 points**;
- Indication of comparative advantages and possible specific operating conditions **out of 10 points**;

VI-3: Selection of candidates

The first three (03) highest ranked candidates after the evaluation of the bids shall be short-listed for a pre-qualification dialogue, which shall take place in Yaounde, with the Analysis Commission.

This pre-qualification dialogue has as main objective to elaborate the candidates' bid, particularly as regards support, interventions or partnership with the State. The specific details of this phase shall be communicated to the successful candidates.

VI-SUBMISSION OF FILES

Drafted in quintuplet (05) including one (01) original and four (04) copies, labelled as such, the files shall be submitted, in a sealed envelope to the Ministry of Public Works, Department of Public Contracts, 11th floor, Room No.9 of Emergence Building (Ministerial Building No.1 at Poste Centrale, latest on 07 NOV 2010 at 3 p.m. (local time) They shall bear the following:

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"To be opened only at the tender-evaluation session"

Candidates outside Cameroon may forward their complete tenders to the central mail of the Ministry of Public Works in Yaounde at the following mail box:

**MINISTRY OF PUBLIC WORKS
P.O. Box. 15 406 Yaounde
CAMEROON**

VIII- FURTHER INFORMATION

Further information on this Request for Expression of Interest may be obtained during office hours and days in the Ministry of Public Works, Department of Public Contracts, Tenders Unit, situated on the ground floor of KEANO Building, located behind the building hosting the Special Taxation Registration Unit (see paved entrance) located at Mvog-Ada neighbourhood, Phone: (+237) 22 22 29 234.

19 SEPT 2019

Yaounde, _____



Emmanuel NGANOU D.