

KANIFING MUNICIPAL COUNCIL



57 Mamadi Maniyang Highway
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Kanifing Municipality, The Gambia
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REQUEST FOR EXPRESSIONS OF INTEREST (EOIs)

Municipal Bus Service in Kanifing Municipality

October 2019

Due Date: November 15, 2019 at 2:00 PM

Location: 57 Mamadi Maniyang Highway, Kanifing Municipality, The Gambia

For more information, please contact:

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October 21, 2019

INVITATION FOR EXPRESSIONS OF INTEREST

Kanifing Municipal Council (KMC) is inviting Expressions of Interest establish a municipal bus service in the Kanifing Municipality, The Gambia.

The Expressions of Interest are due on or before **2:00 p.m., November 15th, 2019.**

SPECIAL INSTRUCTIONS

Please be sure to submit at least three original copies of the Expression of Interest.

To return your Expression of Interest, please follow these instructions:

1. Place the signed Signature Page on top as page 1.
2. Clearly label your envelope containing your Expression of Interest as follows:
“Expression of Interest for Municipal Bus Service
2:00 p.m., November 15, 2019”
- 3.a. Mail to:
Mr. Jaja Cham, Ag. CEO, KMC
+2207997530 / +2204382685
jaja.cham@kanifing.gm
57 Mamadi Maniyang Highway, Kanifing Municipality, The Gambia
- Or:
- 3.b. Electronically to:
jaja.cham@kanifing.gm
nyima.camara@kanifing.gm
philip.spencer@kanifing.gm

If any additional information about this Request for EOIs is needed, please contact Ms. Nyima Camara, Director of Planning, KMC at +220-222-6481 /
nyima.camara@kanifing.gm.

Request for Expression of Interest

Municipal Bus Service

1. Introduction

1.1 The Kanifing Municipal Council ('KMC') is committed to offering residents of the Kanifing Municipality safe and affordable transportation options.

1.2 The Kanifing Municipality is the most populous locality in The Gambia. There is currently a lack of quality and efficient transportation options in the municipality that residents can trust to get them where they need to go safely and in a timely manner. The Council wishes to offer a reliable public transportation service that is catered to the needs of residents.

1.3 KMC intends to partner with a private sector operator to create a credible public transportation service. The Council will contribute to the smooth operation of the bus service, which is to be operated by a private sector partner.

1.4 The specific objectives of the project include:

- 1.4.1 Providing an efficient transportation service that will allow residents to move around the municipality in a timely manner;
- 1.4.2 Creating a brand that customers can be confident in to deliver a safe bus service, which takes all the necessary precautions to ensure that users are comfortable and feel secure when riding the bus;
- 1.4.3 Delivering a transportation option that is affordable for residents to use on a daily basis;
- 1.4.4 Ensuring the transportation solution is inclusive and well-designed for the unique needs of all users, especially children, women, families, elderly persons, and persons with disabilities; and
- 1.4.5 Operating a bus service that is appropriate for the local context, given the infrastructure constraints of the municipality and the ability to maintain the buses to the highest standard over their life span.

2. Submission of Expression of Interest

2.1 KMC hereby invites qualified experts or teams of experts with expertise in transportation solutions, especially bus services to submit expressions of interest for delivering a municipal bus service in the Kanifing Municipality.

2.2 Expressions of Interest should be submitted to the KMC no later Friday, November 15, 2019 at 2 PM.

2.3 Interested bidders should submit with their expression of interest the following information where available:

- (i) Technical experience;
- (ii) Financial standing;
- (iii) Company information and registration details; and
- (iv) Evidence of delivering on similar projects in similar contexts within the past five years.

2.4 Upon receipt of the Expressions of Interest, the short-listed bidders will be provided with the Request for Proposal on Monday, November 25, 2019. By Monday, December 9, 2019, KMC will respond to all requests for clarifications to all bidders. The final date for submission of Technical and Financial Proposals will be Friday, January 17, 2020 at 2 PM. Short-listed parties will be invited to direct negotiations, which will conclude by Friday, February 21, 2020. The contract will be awarded and execution commencing by Monday, February 24, 2020.

3. Potential Content of Technical and Financial Proposals

3.1 Following the submission of Expressions of Interest, short-listed parties will receive the Request for Proposal. The final project proposal for pre-qualified bidders is expected to include the following outputs:

- 3.1.1 A procurement plan for an appropriate (make, model, capacity) number of buses that will be sufficient to deliver upon the objectives set out above.
- 3.1.2 An operations plan for the said bus service that:
 - (i) Suggests bus routes, time tables and bus stop zones within Kanifing municipality and inter-city shuttle service to major centres outside the municipality¹;
 - (ii) Provides a detailed schematic of the proposed bus depot and possible locations²;
 - (iii) Competitively prices tariff;
 - (iv) Provides a comprehensive maintenance plan that adequately demonstrates the commercial viability of the proposal; and
 - (v) Add-on services that will provide value to the community.
- 3.1.3 Proof of funding for the procurement of the buses, the operations plan, required supportive infrastructure, and development of a depot.
- 3.1.4.a A competitive offer for an equity interest in the operations to be held by KMC or its SPV; or

¹ KMC shall be responsible for zoning, permits and authorizations and acquisition of suitable locations.

² KMC will provide assistance in acquiring the depot property.

- 3.1.4.b Proposal of a PPP model that would cover generally:
- (i) BOT or BOOT model; or
 - (ii) Concession period of exclusivity for operating the service which may include the following:
 - Renewable concession term³; and
 - License fee⁴.

³ Biddable/Negotiable

⁴ Biddable/Negotiable