



REGISTRATION OF INDIVIDUAL CONSULTANTS FOR CEYLON PETROLEUM CORPORATION 2023/2024

The Ceylon Petroleum Corporation (CPC) wishes to register experienced intellectuals as Individual Consultants in the CPC database, who are willing to undertake consultancy services **as and when required**, to provide the following services on a limited competitive bidding basis or direct contracting basis.

- A. To draft new Bidding Documents/Requests for Proposals (RFPs) for Public-Private-Partnership (PPP) development projects (either Greenfield or Brownfield), adopting suitable PPP models that are prevalent in Project Development such as Management Contracts, Lease Contracts (*i.e.*, *BLT/BOLT/BTL*), Build-Operate-Transfer Contracts (*BOOT/BOO/DBO/DBFOT/BDOOT/etc.*) ensuring that documents carry sufficient information to solicit a complete proposal from potential bidders/project proponents.
- B. To draft Contractual, Financial, and Legal Frameworks of the Bid Documents/RFPs together with the drafts of the contracts and agreements which will need to be entered into between the private parties and CPC including but not limited to Implementation Agreements, Pipeline Systems & Tank Farm Agreements, Easement & Right of Way Agreements as decided on a case-by-case basis, and provide inputs to the draft Bid Documents/RFPs by addressing matters arisen out of fiscal & regulatory issues and relevant laws.
- C. To draft Bidding Documents or RFPs from the inception or based on the Bidding Documents already prepared on FIDIC Conditions of Contract for EPC Turnkey Projects (First Edition, 1999 or the latest versions) or other commonly used standard documents.
- D. To modify the Bidding Documents/RFPs after liaising with CPC and incorporate comments/reviews made by CPC to the drafted documents and formulate a finalized clean version enabling CPC to invite Bids with the approval of Project Committees' (PCs) & Cabinet Appointed Negotiation Committees' (CANCs) etc.
- E. Assist CPC with the Pre-proposal conference and prepare answers & amendments to the issued Bidding Documents/RFPs as per the clarifications raised by prospective Project Proponents or Bidders at the Pre-proposal submission stages.
- F. Since negotiations on project proposals during Bid/Proposal Evaluation stage may come across with legal implications, advise CPC with the Bid/Proposal Evaluation stages and Negotiation stages on the PPP projects to mitigate such occurrences.

The expected consultant:

- Should not be a permanent member of a Consultancy firm and the incumbent should be able to provide the intended Consultancy service independently.
- Should have a Bachelor's Degree Qualifications either in Mathematics, Economics, Engineering, Accounting, Business Administration, Finance, or any other Science or Commerce related fields as the basic level qualification and a Master's Degree or higher in any of the above or related fields are desirable.
- Minimum of 08 years of relevant professional experience in the field of infrastructure finance and/or corporate/project finance gained by closely working with international financing agencies such as World Bank (WB), Asian Development Bank (ADB), Japan International Corporation Agency (JICA), Korean International Corporation Agency (KOICA) etc. with an exposure of PPP projects or mega-scale projects of more than Rs. 1 Bn value.

- Should have a sound knowledge of National and international procurement guidelines and public procurement procedures including hands-on experience with drafting Bidding Documents/RFPs for PPP projects.
- Experience in identifying, selecting, and developing potential PPP project concepts for different sectors and having a good understanding of internationally and regionally accepted PPP Business models with the ability to adopt/propose suitable PPP business models for CPC and Special Purpose Vehicles (SPV)'s suit to the prospective business models and formulate required Bidding Documents/ RFPs connected with the same.
- Strong leadership, interpersonal and organizational abilities, strong analytical, conceptual as well as excellent written and oral communication skills with the ability to operate MS-office package.

Method of Registration:

- I. The prospective Individual Consultants will be shortlisted under the basis of educational qualifications, relevant professional experience, and professional certifications obtained.
- II. Shortlisted Individual Consultants will be included in the database of the CPC and each consultant shall be provided with a unique registration number for future communications which will be done by the Technical Services & Corporate Affairs Function of the CPC Head Office.

Method of Assigning Consultancy Services:

- I. Based on the scope of the work to be performed, sealed bids shall be requested only from the registered Individual Consultants as per the expertise area.
- II. Bids submitted by the individual Consultants will be evaluated by CPC and assignments shall be awarded on a case-by-case basis with necessary approvals.

Note:

Please note that CPC may not be able to award the Consultancy Service Contracts to every Individual Consultant who will get registered with the CPC database as there will be a limited number of Consultancy Services requirements available with CPC at the moment. Further, the selected Individual Consultant will be required to provide the majority of the service by active physical participation with CPC officers and can serve on a virtual basis only in special circumstances as decided by CPC as and when required.

Submission of Applications

- Interested Potential Consultants can download the specimen application format free of charge from the web link (<https://ceypetco.gov.lk/public-tenders/>) and duly filled applications shall be submitted with a Curriculum Vitae including relevant scanned proof documents of all the qualifications & experiences as requested in the application form as a single compressed *.zip / *.rar file format which shall not exceed 15MB size to the email projects_ts&ca@ceypetco.gov.lk on or before **16th of January 2023**.
- If the compressed *.zip/*.rar file size is more than 15MB, the interested potential consultants can send the file via WeTransfer or as a Google Drive link to the same email, granting full access.

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