



KIIRA MOTORS

— C O R P O R A T I O N —

MISSION VEHICLES MADE IN UGANDA

NOTICE OF EXPRESSION OF INTEREST FOR PROVISION OF CONSULTANCY SERVICES FOR PREPARATION OF THE AUTOMOTIVE INDUSTRIAL AND TECHNOLOGY PARK TEN-YEAR STRATEGIC INVESTMENT PLAN – KMC/SVCS/2020-21/00095

1. Kiira Motors Corporation has allocated funds for the acquisition of Consultancy Services for Preparation of the Automotive Industrial and Technology Park Ten-Year Strategic Investment Plan as described below.
2. The purpose of this Expression of Interest is to develop a Shortlist that will identify a firm to provide the services for the proposed Automotive Industrial & Technology Park.
3. The scope of work shall include:
 - (a) Situation Analysis to establish industry characteristics for Pickups, SUVs, and at least 10 selected automotive parts.
 - (b) Business Environment Analysis of the Motor Vehicle Industry in Uganda and the Region
 - (c) Pre-feasibility of the Pickup and SUV Plant, 10 selected Automotive Parts, Kiira Skilling Centre, Automotive Innovation Centre, Proving Grounds, Kiira Tower and required Social Amenities.
 - (d) Automotive Value Chain Skills Assessment & Development.
 - (e) Develop the Strategic Direction covering Vision, Mission Strategic Objectives, Strategies, KPIs, Implementation Action Plan with Clear Assignment of Stakeholder Roles and Responsibilities, Monitoring and Evaluation Framework, Risk Management Plan, Budget and Organogram for successful implementation of the Plan.
4. Interested consultants should provide information demonstrating that they are eligible and possess required qualifications to perform the services supported with relevant documentation. This information will include registration documents of the firm, detailed description of previous similar assignment undertaken and availability of the appropriate skills among the proposed staff.
5. The Eligibility Criteria to establish the shortlist and selection procedure shall be in accordance with the Government of Uganda's PPDA Act, 2003 as amended, the PPDA (Procurement of Consultancy services) Regulations, 2014. Documents evidencing eligibility shall include;
 - (a) Cover letter to the application stating the full name of the applicant as indicated in the Certificate of Incorporation/Registration.
 - (b) A Certified Copy of the Certificate of Incorporation/Registration of the consultant.
 - (c) A Certified Copy of the Memorandum and Articles of Association.
 - (d) A Certified Copy of the Bidder's Trading Licence for 2020 or equivalent
 - (e) Tax Clearance Certificate addressed to Kiira Motors Corporation
 - (f) Registered Powers of Attorney in favor of the signatory of the EOI.

NB: The eligibility of a consultant shall be evaluated on a pass or fail basis and where a consultant fails the eligibility requirements, the consultant shall be eliminated from the evaluation.

6. In determining the capacity of a consultant to perform the assignment successfully, the following will be considered;
- (a) The consultant should;
- i) Have executed a minimum of eight (8) similar assignments in areas of Business Planning & Viability Analysis, Value Chain Assessment and, Strategic Investment Planning for Industrial Projects focusing on Uganda priority sectors including manufacturing, energy & mineral development and agriculture and value addition. The similarity of the assignment shall consider the scope, nature and value of the project. *Reference/Recommendation letters should be submitted for each assignment presented.*
 - ii) Have at least five (5) years' experience in carrying out similar assignments.
 - iii) Demonstrate that the proposed key staff for the project has had a consistent working relationship on projects of a similar nature and magnitude in the last five (5) years.
 - iv) Present the Organization Structure describing the Staffing Levels and their respective Roles.
- (b) The consultant shall demonstrate ability to mobilize at least the following suitably qualified and experienced staff who will be evaluated as key staff;
- i) **Team Leader/Project Manager** with the following qualifications and experience: Bachelor's Degree in Mechanical, Electrical, Civil, Industrial, General Engineering or Related Field; at least a Master's degree in Finance & Investment, Business Administration or a closely related field from a recognized institution; Should be a member to any of the following Professional Bodies or their Equivalent, Chartered Alternative Investment Analyst, Association Chartered Financial Analyst Institution, Chartered Institute of Marketing or Project Management Professional (PMP); Should have at least Ten (10) years post-graduation experience including at least Ten (10) years' experience in business & tech consulting, investment advisory and capital investment. Five (05) of the ten years should have been served at the Executive Management Level in a reputable organization(s); Should possess skills in leading teams to execute at least eight (8) projects of a similar nature and magnitude in the last 10 years; Should demonstrate similar experience in Strategic Investment Plans, Advanced Project Finance and Financial Modelling Techniques, Business Planning, Market Analysis and Feasibility Studies as well as Investment, Data, technology and Infrastructure Advisory; and Should have practical experience and knowledge in public investment projects, public private partnerships (PPPs), business environment, and financial systems in Uganda.
 - ii) **Management Consultant** with the following qualifications and experience: At least Bachelor's degree in Business Administration, Economics, Finance, Psychology, Management, Marketing, Accounting, Computer and Information Science or a closely related field from a recognized institution; Master's Business Administration or related field; At least Eight (08) years' experience including at least four (4) years' specific experience in Value Chain Analysis(managed at least five value chain assessments), Skills Assessment, Capacity Building or Skills Development; Have strong skills in Stakeholder Engagements, coordination, communication and networking; Have strong knowledge of capacity building in private sector operations with preference in the automotive/manufacturing industry; and Should have practical experience of participating on at least 5 projects of a similar nature and magnitude in the last 5 years.

- iii) Investment and Financial Analyst** with the following qualifications and experience: At least Bachelor's and/or Masters' degree in Economics, Finance, Statistics, Commerce, Quantitative Economics, Engineering, or a closely related field from a recognized institution; Must be registered with the Association of Chartered Certified Accountants (ACCA) or Chartered Financial Accountant (CFA); At least Five (05) years' experience including at least three (3) years' experience in Business Development & Planning, Strategic Investment & Planning, Value Chain Assessment, Market Assessment, Project Financial Modelling and Risk Management; and Should have practical experience of participating on at least 10 projects of a similar nature and magnitude in the last 5 years.
- iv) Business Strategist** with the following qualifications and experience: At least Bachelor's degree in Engineering, Economics, Finance, Commerce or a closely related field from a recognized institution; A Masters' degree in Business Administration, Finance & Investment, Project Management or related field; At least Five (05) years post graduate experience including at least three (3) years' experience in Business Development & Planning, Strategic Planning, Market Assessment, and Risk Management; and Should have practical experience of participating on at least 10 projects of a similar nature and magnitude in the last 5 years.
- v) Automotive Industry Expert** with the following qualifications and experience: At least Bachelor's degree in Industrial, Automotive, Mechanical, Manufacturing Engineering or a closely related field from a recognized institution; A Masters' degree in Business Administration, Operations Management, Project Management or related field; Should be a member to any of the following Professional Bodies or their Equivalent, Worldwide Association of Business Coaches, Society of Automotive Engineers, Chartered Financial Analyst Institution, Chartered Institute of Marketing or Project Management Professional (PMP); The Expert should have General working experience of at least ten (10) years; five (5) of which should have been served at the Executive Management Level in a reputable organization(s) in the automotive Industry with specific experience of at least five (5) years in championing automotive industrialization initiatives in emerging markets; Should demonstrate specific experience in Operations Planning and Management of Automotive industrial and manufacturing projects, Business Case Development & Strategic Planning of Automotive Industrial Infrastructure and Project Management; and Should have practical experience of participating on at least 5 projects of a similar nature and magnitude in the last 10 years.
- vi) Physical Planning Expert** with the following qualifications and experience: At least Bachelor's Degree in Physical Planning, Architecture, Civil Engineering or a closely related field from a recognized institution; A Masters' degree Surveying & Geomatics, Infrastructure Planning & Development Project Management, International Construction Management or related field; Should be a registered Architect or Physical Planner with a recognized institution/body; At least ten (10) years post graduate experience including at least Five (5) years' experience in development of Industrial/Technology Parks, Infrastructural Project Management, Infrastructure Strategic Planning and PPPs; and Should have practical experience of participating on at least 5 projects of a similar nature and magnitude in the last 10 years.

The evaluation criteria to determine the consultant's capacity shall be as follows;

EVALUATION CRITERIA		SCORE
A	Experience	30
A1	Number of similar projects undertaken & completed i.e. minimum of eight (08) similar assignments business planning & viability analysis, value chain assessment and, strategic investment planning for industrial projects focusing on Manufacturing and Value Addition. The similarity shall consider the scope, nature & value.	15
A2	At least five (5) years' Experience in Carrying out Similar Assignments.	05
A3	Organization Structure Describing the Staffing Levels and their Respective Roles.	10
B	Key Professional Staff Qualifications & Competence for the Assignment	70
B1	Team Leader/Project Manager	20
B2	Investment and Financial Analyst	10
B3	Business Strategist	10
B4	Automotive Industry Expert	10
B5	Physical Planning Expert	10
B6	Management Consultant	10
TOTALS		100

NB: The minimum Technical Score of firms to be shortlisted shall be **80%**.

7. Only local companies shall be considered.
8. Interested eligible consultants may obtain further information at the address given below from **0800 – 1700 HRS EAT**.
9. Sealed Expressions of Interest must be delivered to the address below at or before 1000 HRS on **January 05, 2021**.
 Kiira Motors Corporation
 Plot 13, Kimera Road, Ntinda
 Kampala, Uganda
 Tel: +256-393-517888
 Email: ceo@kiiramotors.com
10. The notice of expression of interest is available at the Entity's website at www.kiiramotors.com and at www.ppda.go.ug.
11. The planned Procurement schedule (Subject to changes) is as follows:

Activity	Date
a. Publication of Notice of Expression of Interest	December 01, 2020
b. Closing date for receipt of Expression of Interest	January 05, 2021
c. Evaluation of Expressions of Interest	<i>Within 15 working days from closing date</i>
d. Display of Shortlist	<i>Within 5 working days from approval of shortlist by the Contracts Committee</i>

CHIEF EXECUTIVE OFFICER