PRE- FEASIBILITY STUDIES URBAN MOBILITY IN DENPASAR 
REQUEST FOR EXPRESSIONS OF INTEREST (REOI) 
ASSIGNMENT TITLE: ... STUDY (PFS) 
URBAN MOBILITY DENPASAR 

The Ministry of National Development Planning has applied for a Grant from Kreditanstalt fur Wiederaufbau (KFW) Germany towards the cost of the Pre-Feasibility Studies Urban Mobility in Denpasar Project, and intends to apply part of the proceeds for consulting services. The consulting services for the preparation of a Pre-Feasibility Study (PFS) with the following objectives:

a) Help develop an attractive, safe, and achievable 5-year Public Transport Strategy (PTS) including a Pilot School Bus Program (PSBP) to develop the Trans-Sarbagita feeder bus system in the city of Denpasar, to be integrated with the Bali regional SARBGITA bus system covering the cities of Denpasar and the Districts of Badung, Gianyar, and Tabanan.

b) Identify and facilitate the city’s implementation of short-term public transport improvement actions that can yield visible results before the end of 2015 (‘quick wins’).

c) Identify one or more appraisable projects for linking the PTS and PSBP to financing.

The main purpose of the consultancy services is the preparation of the PFS in accordance with CDIA Guidelines and in cooperation with the City Government of Denpasar (CGO). The tentative priorities of the consultancy services, to be finalised with the PEA at the start of, and during the assignment, are as follows:

a) Phase 1 – Inception. This provides for an initial scan of all relevant data sources and that of all relevant institutional and social issues. It provides initial engagement with counterpart agencies to establish working relationships. The Inception Report will outline first impressions and options, relevant engagement issues and a work program for the subsequent phases.

b) Phase 2 – Interim. This provides for the detailed analysis to be undertaken (to PFS level) and to identify the form and content of the Public Transport Strategy (including the pilot school bus program) for the next 5 years. It will estimate indicative financial and human resource requirements along with anticipated environmental and social aspects likely to be relevant. It will also propose short-term transport-related improvement actions that can be implemented to yield visible results preferably before the end of 2015 (‘quick wins’).

c) Phase 3 – Institutional Design. Assist in the development and facilitate the implementation by CGO of the institutional structures, contracting arrangements and management processes to design, procure and manage the provision of public transport services.

d) Phase 4 – Final. This provides for the detailing of the prioritized projects and processes required for implementing the PTS and the PSBP for the next 5 years, on the basis of which one or more Feasibility Studies (FS) can be prepared and linked to financing.

Interested firms shall submit the Expression of Interest (EOI) indicating their qualification to perform the services as stipulated in the Invitation for Expression of Interest. Consultants may form a consortium to enhance their application. The Quality and Cost Based Selection (QCBS) method will be used in evaluating the consultants proposal.

Further information with additional details and instructions for the EOI can be obtained through E-Mail or at the address below during office hours 09.00 – 17.00 WIB, and also published at http://bappenas.go.id/pengumuman/konseptual-konsultan-individu/pengadaan-konsultan/ and www.dai.de/GTAINavigation/EN/trade.html.

Expressions of Interest must be delivered as stipulated in the Invitation for Expression of Interest by September 8th, 2014.

Ministry of National Development Planning/ BAPPENAS
Attn: Chairman of Procurement Committee
Room Procurement Committee PH1N, Basement Building Madiun
Jalan Suropati, No.2, Menteng, Jakarta Pusat, 10310, Indonesia
Tel: 62-21-31931392
Fax: 62-21-31931392
E-mail: pengadaanph1n@bappenas.go.id
oc. e-mail to: Czyrka.e@gmx.de
Republic of Indonesia
Ministry of National Development Planning (Bappenas)
German Financial Co-operation with Indonesia

URBAN MOBILITY DENPASAR

DRAFT Invitation for Expression of Interest (EOI)
(Prequalification)

for

Consulting Services for the preparation of a
Pre-Feasibility Study (PFS)

August 2014
INVITATION FOR EXPRESSION OF INTEREST (PRE-QUALIFICATION)

1. This invitation contains information on the expression of interest (EOI) and pre-qualification (PQ) for consultancy services in the frame of the project ‘Urban Mobility Denpasar’.

2. The Project-Executing Agency (PEA) is the Ministry of National Development Planning (BAPPENAS) hosting the project for the City Government of Denpasar (CGD), Bali. The PEA’s representative is:

   Ministry of National Development Planning (BAPPENAS)
   Mr. Raden Bonny Swara
   Directorate of Transportation
   Jl. Taman Suropati No.2
   Jakarta – Pusat
   Phone: 021-3148550
   Fax: 021-3143120
   Email Address: r.bonny@bappenas.go.id

3. The terms of reference of this consulting assignment were prepared by CDIA and the World Bank. Since CDIA is co-financed by the German Government, KfW as implementing agency for financial cooperation on behalf of the German Government will therefore manage the financing for this Pre-Feasibility Study. For that purpose KfW has concluded a Financing Agreement with the PEA. The PEA will manage the tender process and conclude the consulting contract with the selected consultant. The PEA is supported by a Tender Agent in the process of procurement of consultants, from the preparation of the documents for this EOI and for the Request for proposals (RFP) through the preparation of the draft evaluation reports of the EOI and the technical and financial proposals to the award and contract with the winning bidder.

   Erwin Czyrka
   Tender Agent
   Otto-Dill-Strasse 17
   D-67433 Neustadt/W
   Germany
   Czyrka.e@gmx.de

   Rudi Arifiyanto
   Chairman of Procurement Committee
   Bappenas, Building Madiun Basement, Jl. Taman Suropati No.2
   Jakarta 10310, INDONESIA
   Email: pengadaanphln@bappenas.go.id

4. The PEA hereby invites a qualified consortium/association of consulting firms with staff with international experience and/or with experience in projects co-financed by International Financing Institutions (IFI) to submit a pre-qualification document for consulting services for the preparation of a Pre-Feasibility Study (PFS) with the following objectives:

   a) Help develop an attractive, safe, and achievable 5-year Public Transport Strategy (PTS) including a Pilot School Bus Program (PSBP) to develop the Trans-Sarbaglta feeder bus system in the city of Denpasar, to be integrated with the Bali regional SARBAGITA bus system covering the cities of Denpasar and the Districts of Badung, Gianyar, and Tabanan.

   b) Identify and facilitate the city’s implementation of short-term public transport improvement actions that can yield visible results before the end of 2015 (‘quick wins’).

   c) Identify one or more appraisable projects for linking the PTS and PSBP to financing.

5. The German Government through CDIA via KfW provides a grant (230.000 EUR) to the PEA for the procurement of consulting services for the preparation of the PFS. On the
basis of the PFS potential priority investments can be derived for further discussion and possibly preparation.

6. The main purpose of the consultancy services is the preparation of the PFS in accordance with CDIA Guidelines and in cooperation with the CGD. The tentative priorities of the consultancy services, to be finalised with the PEA at the start of, and during the assignment, are as follows:

a) Phase 1 – Inception. This provides for an initial scan of all relevant data sources and that of all relevant institutional and social issues. It provides initial engagement with counterpart agencies to establish working relationships. The Inception Report will outline first impressions and options, relevant engagement issues and a work program for the subsequent phases.

b) Phase 2 – Interim. This provides for the detailed analysis to be undertaken (to PFS level) and to identify the form and content of the Public Transport Strategy (including the pilot school bus program) for the next 5 years. It will estimate indicative financial and human resource requirements along with anticipated environmental and social aspects likely to be relevant. It will also propose short-term transport-related improvement actions that can be implemented to yield visible results preferably before the end of 2015 ('quick wins').

c) Phase 3 – Institutional Design. Assist in the development and facilitate the implementation by CGD of the institutional structures, contracting arrangements and management processes to design, procure and manage the provision of public transport services.

d) Phase 4 – Final. This provides for the detailing of the prioritized projects and processes required for implementing the PTS and the PSBP for the next 5 years, on the basis of which one or more Feasibility Studies (FS) can be prepared and linked to financing.

7. The consulting services shall be provided through a team of two experts with international/IFI experience

- Urban Transport Planner – Team Leader
- Transport Economist

and three to five experts with the following expertise/competence

- Transport & Traffic Engineer- Deputy Team Leader
- Cost Engineer
- Social, Environmental Specialist
- Financial Development Specialist
- Contracts & Institutional Development Specialist

8. The Team Leader and/or the (Deputy TL) must ensure the presence during the period of contract. Other team members will be involved as and when needed for short and medium term inputs. It is expected that the assignment period is 5 months and the draft final report has to be submitted after 4 months.

9. The comprehensive coverage of the required fields and the provision of the international expertise have to be provided by an experienced consulting firm or a consortium/association. It is pointed out that any consortium/association which is formed for this EOI cannot be altered in the tendering phase without the approval of the PEA and KfW.

10. The prequalification document / EOI in English shall have the following structure and content and shall be presented in the same sequence as shown below. Interested firms are
requested to submit concise, clear, and comprehensive documents and to adhere to that structure. Non-compliance with this invitation, faulty information or too many cases of omission or disrespect of the proposed structure and content (see below and tables in Annex) shall lead to rejection.

a) **Covering Letter**, comprising the (lead) firm's name, address, contact person, telephone, fax and email and a statement to prepare an offer in case of being short-listed.

b) **Presentation of firm(s)** and — in case of an association — the intended contractual arrangement between the firms, nominating the lead consultant and including letters of intent of the members of such an association.

c) **Statements of the Applicant** or the members of an association:
   - **Statement(s) on affiliations** of any kind with other firms to reveal any links with other firms and with a binding declaration that, in case of award such firms will not take part in the project in any other form.
   - Declaration to observe the **highest standard of ethics** during execution of the contract. Applicants should be aware that any fraudulent or corrupt activities disqualify them immediately from participation in the selection process and will be subject to further legal investigation. The said declaration (ref. Annex 1) shall be submitted and duly signed, in case of an association by each member. Absence of the signed declaration(s) will lead to rejection.

d) **Statement of financial capacity** of the lead consultant and all associated partners through a confirmation of the guarantee limit from their bank, which must not be more than six months old, through balance sheet or profit and loss statements of the last three years and summary tables with annual turnover of the last three years in project-related fields. The average annual turnover from consulting services in these fields during the last three years must be at least 0.6 million EUR or equivalent. In case of joint ventures or similar associations the combined average may be used. Applicants with less than the average annual turnover will be rejected.

e) **List of project references** with contract sums of at least 100,000 EUR or equivalent covering the last 10 years, and strictly related to the envisaged sectors and services as outlined in para 6 and 7 (maximum 10 references; for further details refer to Annex 2). Reference projects listed in the table shall be backed unambiguously by individual reference sheets clearly showing the relevant details related to this EOI. In case of contradictions found during evaluation, details of the project data sheets prevail.

f) **Lists of available key personnel** (max. 3 candidates for the team leader, max 3 for the potential second key expert, both with international/IFI experience and max 8 for the potential other experts for the envisaged services and the tasks mentioned in para 6 and 7). The lists have to present information about education, professional experience after education, regional/local experience, specific project-related experience, experience in similar posts and years with firm/employment status. The list in tabular form (ref. Annex 3 A - D) shall allow a profound judgement on the consultants' general ability to provide the required personnel having the specific experience for the project in case of an offer. In order to avoid ambiguities the consultant is advised to attach concise CVs of the pool of potential candidates.

g) **Short CVs of personnel available** for backstopping and home office support (max 2 candidates).

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1. The region covers Cambodia, China, India, Indonesia, Laos, Malaysia, Myanmar, Papua New Guinea, Philippines, Sri Lanka, Thailand and Vietnam.
11. By proposing staff as requested above the consultant confirms the possible staff availability in case of being shortlisted. If shortlisted, the consultant is advised to include staff proposed in the EOI or staff with equal qualification and experience to avoid downgrading.

12. The original, copies and CD with a portable data file (PDF) of the EOI document in English shall be submitted on the date and time indicated in the advertisement to the addresses below. EOIs received after that deadline will be rejected.

PEA

Att. Procurement Committee
Jalan Taman Suropati No.2
Gedung Madiun Basement Floor
Room Sekretariat Pengadaan Barang dan Jasa PHLN
Bappenas, Jakarta 10310
Email: pengadaanphln@bappenas.go.id

Tender Agent

Erwin Czyrka
Otto-Oill-Strasse 17
D-67433 Neustadt/W
Germany
Czyrka.e@gmx.de

KfW HQ Frankfurt

KfW, LEc2,
attn. Ms. Annika Schulte,
PalmengartenstraBe 5-9,
D-60325 Frankfurt,
Germany

13. All costs towards a site visit for obtaining information and data, for preparation and submission of the prequalification document, for meetings, negotiations, etc. in relation with the prequalification or the subsequent proposal shall be borne by the consultants.

14. The PEA, in coordination with KfW, may modify or clarify at any time and at its own initiative this invitation for expression of interest and pre-qualification. Such amendment(s) shall be sent as circulars by email to all parties, which have requested the information. Consultants shall promptly acknowledge receipt thereof by e-mail.

15. Requests for clarifications by an interested consultant shall be addressed by e-mail to the Procurement Committee of Bappenas (see address under 12 above) not later than 2 weeks before the submission date. If necessary, and after coordination with the Tender Agent, circulars with modifications and clarifications shall be sent via e-mail to all parties having requested the invitation document.

16. It is planned to establish a short-list of not more than six pre-qualified consultants or associations of consultants not later than four weeks after the submission date and to request technical and financial proposals (RFP) from these consultants.

17. The evaluation procedure for the pre-qualification process will follow the latest version of the „Guidelines for Assignment of Consultants in Financial Co-operation Projects“ (refer to KfW’s homepage www.kfw.de). Only financially capable firms according to para 9 d) will be evaluated. Specific evaluation criteria and their individual weights are presented in the following table:
### Criteria and Max. Score

<table>
<thead>
<tr>
<th>Criteria</th>
<th>Max. Score</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1. Relevant experience and clarity of the EOI</strong></td>
<td>40</td>
</tr>
<tr>
<td>1.1 Experience in handling similar projects of similar nature with similar tasks (see para 4 to 6 and Annex 2)</td>
<td>25</td>
</tr>
<tr>
<td>1.2 Experience with working-conditions in emerging and developing countries, in Indonesia and in the region, preferably in the above type of projects (see footnote in para 10 f)</td>
<td>10</td>
</tr>
<tr>
<td>1.3 Form, clarity and significance of the application documents</td>
<td>5</td>
</tr>
<tr>
<td><strong>2. Human resources available (see para 7, 8 and 10 f), g) and Annex 3)</strong></td>
<td>60</td>
</tr>
<tr>
<td>2.1 Relevant qualification and experience of the personnel available to be proposed as a potential team leader</td>
<td>20</td>
</tr>
<tr>
<td>2.2 Relevant qualification and experience of the expert with international/IFI experience available for medium/short term position in the consultant's team</td>
<td>10</td>
</tr>
<tr>
<td>2.3 Relevant qualification and experience of the other experts available for medium/short term positions in the consultant’s team</td>
<td>25</td>
</tr>
<tr>
<td>2.4 Relevant qualification and experience of the personnel available to monitor the team and provide back-up services from home office</td>
<td>5</td>
</tr>
</tbody>
</table>

18. After having completed the evaluation of the eligible pre-qualification documents, a short-list of maximum six of the highest-ranked consultants or associations, achieving a score of 70 points or more will be established. Short-listed firms/associations will be requested to submit a technical and financial proposal (RFP); firms not pre-qualified will be informed accordingly.

19. The PEA, in coordination with KfW, is not bound to select any consultant.

20. Although details presented in this invitation have been compiled with all reasonable care, it is the consultants' responsibility to verify that the information is adequate and that there are no conflicts between various statements. The preparation and the submission of the EOI is the responsibility of the applicant and no relief or consideration can be given for errors and omissions, even if these lead to a rejection as indicated in para 10 and para 12.

21. After opening of the EOI documents submitted until preparation of the short-list of the qualified consultants, no communication of any type shall be entertained with the PEA, the KfW or the Tender Agent unless called for.

22. The PEA will proceed with requests for proposals from short-listed consultants, evaluation of the bids and award of the contract once financing for the consultancy services is secured.
Annex 1

Declaration of Undertaking

We underscore the importance of a free, fair and competitive procurement process that precludes abusive practices. In this respect we have neither offered nor granted directly or indirectly any inadmissible advantages to any public servant or other person nor accepted such advantages in connection with our bid, nor will we offer or grant or accept any such incentives or conditions in the present procurement process or, in the event that we are awarded the contract, in the subsequent execution of the contract. We also declare that no conflict of interest exists in the meaning of the kind described in the pertinent Guidelines.

We also underscore the importance of adhering to minimum social standards ("Core Labour Standards") in the implementation of the project. We undertake to comply with the Core Labour Standards ratified by Indonesia.

We will inform our staff about their respective obligations and about their obligation to fulfil this declaration of undertaking and to obey the laws of Indonesia.

We also declare that our company/all members of the consortium has/have not been included in the list of sanctions of the United Nations, nor of the EU, nor of the German Government, nor in any other list of sanctions and affirm that our company/all members of the consortium will immediately inform the client and KfW if this situation should occur at a later stage.

We acknowledge that, in the event that our company (or a member of the association) is added to a list of sanctions that is legally binding upon the client and/or KfW, the client is entitled to exclude our company / the association from the procurement procedure and, if the contract is awarded to our company/the consortium, to terminate the contract immediately if the statements made in the Declaration of Undertaking were objectively false or the reason for exclusion occurs after the Declaration of Undertaking has been issued.

................................................. ..............................................
(Place) (Date)

.................................................................
(Name of Consultant / Names of companies of Consulting association)

.................................................................
(Signature/s of legal representative/s; in the case of an association of all partners)

2 See "Guidelines for the Assignment of Consultants in German Financial Cooperation" and "Guidelines for the Award of Contracts for Supplies and Services in German Financial Cooperation"
## Annex 2

### Details of Project-Related References

Details of project-related references, covering all the Categories A and B as mentioned in the table below, should be presented in tabular form. The minimum number, the maximum number, the reference period, the main fields of references, the minimum project duration and the minimum contract amount are indicated in the ☐SCT. References not responding to these criteria are not evaluated.

Reference projects listed in the table shall be backed unambiguously by individual project data sheets clearly showing the relevant details to be indicated in the table. In case of contradictions found during evaluation, details of the project sheets prevail.

<table>
<thead>
<tr>
<th>Project Name</th>
<th>Category a)</th>
<th>Start / End (Month/year)</th>
<th>Country</th>
<th>Role of Firm b)</th>
<th>Contract Amount c)</th>
<th>Input Share d)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>A – Urban public transport planning/feeder plan, FS, PTS</td>
<td></td>
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<td></td>
<td>B – Institutional and human resource development</td>
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</table>

a) Indicate degree of coverage of the respective category between 0% (not relevant) and 100% (fully covered)

b) State "sole provider of services", "leading partner", or "partner"

c) Total consulting contract sum (in EUR)

d) Firm's share in %
Annex 3

Details of Staff Characteristics

Details on the Consultant's staff pool for the team leader and for key experts available for the project implementation in case of award shall be presented in tabular form according to the following lists. In case of doubt the CVs will prevail. The consultant should therefore add the relevant CVs already with his PQ documents to avoid request of additional information/CVs.

A - Professional Staff – Team Leader with international/IFI experience (max 3 candidates)

<table>
<thead>
<tr>
<th>Name of candidate</th>
<th>Name</th>
<th>N1</th>
<th>N2</th>
<th>N3</th>
</tr>
</thead>
<tbody>
<tr>
<td>Professional education related to project and the potential job position within the team</td>
<td>degree(s)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Professional experience (after professional education)</td>
<td>years</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Local and regional experience</td>
<td>countries</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Employment status with firm (in case of retainer / freelancer: Accumulated years during short or long-term assignments)</td>
<td>years (employee or freelancer / retainer)</td>
<td></td>
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Candidate N1

Specific project-related experience as detailed in CV. Only projects with at least 4 months input.

Note: do not copy all CV details. This table serves as reference to CV

<table>
<thead>
<tr>
<th>Name of project</th>
<th>Fields/sectors</th>
<th>Period mly-mlyr</th>
<th>Role in project</th>
<th>Key tasks</th>
<th></th>
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<tbody>
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Leadership experience (team leader, project manager, project coordinator)

Add table/details for each other proposed candidate
B - Professional Key Staff – Transport Economist with international/IFI experience
(max 3 candidates according to required staff characteristics)

<table>
<thead>
<tr>
<th>Name of candidate</th>
<th>Name</th>
<th>N1</th>
<th>N2</th>
<th>N3</th>
</tr>
</thead>
</table>

**Function/post**

- Professional education related to project and the potential job position within the team
  - degree(s)
- Professional experience (after prof. education)
  - years
- Local and regional experience
  - countries
- Employment status with firm (in case of retainer / freelancer: Accumulated years during short or long-term assignments)
  - years (employee or freelancer / retainer)

Specific project-related experience (acc. to post) as detailed in CV. Only projects with at least 3 month input.

*Note: do not copy all CV details. This table serves as reference to CV*

### N1

<table>
<thead>
<tr>
<th>Name of project</th>
<th>Field sector</th>
<th>Period (month)</th>
<th>Role in project</th>
<th>Key tasks</th>
</tr>
</thead>
<tbody>
<tr>
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</tbody>
</table>

*Add table/details for each expert/candidate*
C - Professional Key Staff – Other Experts (max 8 candidates according to required staff characteristics)

<table>
<thead>
<tr>
<th>Name of candidate</th>
<th>Name</th>
<th>N1</th>
<th>N2</th>
<th>N3,...,8</th>
</tr>
</thead>
<tbody>
<tr>
<td>Possible Function/post</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Professional experience, from first job after professional education</td>
<td>years</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Specific project-related experience (acc. to post) as detailed in CV. Only projects with at least 3 month input. Note: do not copy all CV details. This table serves as reference to CV</td>
<td></td>
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</tbody>
</table>

Add table/details for each expert/candidate

D - Professional Staff for Home Office Support / Backstopping (max 2 candidates)

<table>
<thead>
<tr>
<th>Name of candidate</th>
<th>Name</th>
<th>N1</th>
<th>N2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Professional experience</td>
<td>years</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Regional experience</td>
<td>countries</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Years with firm</td>
<td>years</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Management experience</td>
<td>years</td>
<td>*)</td>
<td>*)</td>
</tr>
</tbody>
</table>

*) For ease of evaluation refer to relevant projects in CV (name, period of involvement)