

**PUBLIC NOTICE NO: 3992**



**PMAWCA**

**NIGERIAN PORTS AUTHORITY  
26/28 MARINA, LAGOS**

[www.nigerianports.org](http://www.nigerianports.org)

**PORT MANAGEMENT ASSOCIATION OF WEST AND CENTRAL AFRICA  
(PMAWCA)**

**REQUEST FOR EXPRESSIONS OF INTEREST FOR PUBLIC – PRIVATE PARTNERSHIP  
(CONSULTING SERVICES – FIRMS SELECTION)**

**COUNTRY: BENIN REPUBLIC**

**NAME OF PROJECT: Public – Private Partnership Management of Professional  
Training Centre of PMAWCA**

**REFERENCE NO: PMAWCA/EOI/PPP/T.C/2017**

**1.0. INTRODUCTION**

The Port Management Association of West and Central Africa (PMAWCA), established in 1972, is an intergovernmental organization covering the sub region of West and Central Africa stretching from Mauritania to Angola, and its membership includes all Port Authorities as well as other Public and Private organizations operating within the port sector in particular, and the wider maritime transport sector in general.

The PMAWCA Professional Training Centre (PTC) was established in 1989 in Cotonou, Republic of Benin, with donor funding with the objective to train port operators and marine equipment engine and electronic maintenance technicians.

Over time, PTC diversified its activities to include short courses and seminars in general port management, operations and administration. Unfortunately, the center has been unable to attract sufficient enrolments to its courses to generate enough funds to cover its operating costs. As a result, the Centre had to continuously depend on financial subventions from host Port of Cotonou, Societe Beninoise des Manutentions Portuaires (SOBEMAP) and the Secretariat of PMAWCA to finance its operations including the salaries of the Director and other personnel.

Efforts made to attract participants to the center have achieved insignificant results mainly because member ports believe that the quality of courses offered by the Centre is not up to the standard required compared to what is being offered by other competing training institutions in this sector.

Many members of the Association therefore expressed the need for the center to competitively reposition itself and offer good quality programmes in order to attract participants.

## **2.0. OBJECTIVES OF THE PUBLIC – PRIVATE PARTNERSHIP**

The main objective of the PPP option will be to enable PMAWCA to have a modernized PTC with state of the art facilities and good quality oriented training Centre that can meet the contemporary needs of member ports on one hand, and of the wider transport sector in general, in the area of professional human resource capacity development.

## **3.0. OBLIGATIONS OF THE PRIVATE PARTNER**

In order to attain this objective, the Private Partner shall have the following obligations:

- Invest in the modernization of the center and position it to meet the multilingual (English, French and Portuguese) needs of member ports, member organizations and countries;
- Offer good courses that would be facilitated by qualified and experienced experts;
- Reposition the Centre to international standard that would enable it compete favourably with similar renowned public and private centers on the market;
- Operate the center in a sustainable and environmentally friendly manner to generate enough funds to cover not only its operating costs but to generate surplus or profit for its shareholders

## **4.0. EXPRESSION OF INTEREST**

This Expression of Interest (EOI) is to enable qualified and interested private sector training institutions and centers express their intention in a potential partnership to manage the PMAWCA's PTC.

PMAWCA intends to conduct a detailed and transparent prequalification of interested organizations with rich experience in modern management of a professional training center which will then be invited to submit bids for a PPP arrangement to manage the PMAWCA PTC.

After this EOI, the second phase would be the request for proposals (RFPs) where prequalified organizations would be invited to submit detailed bid proposals for PPP.

## **5.0. TARGET GROUP**

This call for EOI is targeted at private sector organizations with rich and renowned international experience in human resources training and capacity building.

## **6.0. EVALUATION CRITERIA**

The principal criteria for prequalification of firms shall be based on the potential organizations' international experience in the area of training as well as the content of their proposals to meet the set obligations and objectives of the PPP. A consultant shall be selected on Quality Basis.

## **7.0. ELIGIBILITY CRITERIA/QUALIFICATIONS**

All copies of documents to be submitted in response to this call for EOI shall be in French and or English, duly signed by an authorized official and shall include the following:

- 7.1. Evidence of at least three (3) similar PPP projects successfully executed in the last ten (10) years by the submission of contract award letters, completion certificates, reference letters from previous clients, etc.
- 7.2. Evidence of annual turnover of USD 50,000(\$) and statement of accounts for the last five (5) years (2011 – 2015) duly certified by the statutory auditor.
- 7.3. Evidence of Company Registration Certificate with ownership structure and full contact details.
- 7.4. Profile of firm/organogram showing total number of staff and evidence of academic and professional qualifications.
- 7.5. Memorandum of Understanding shall have to be provided for Joint Venture/Consortium/Partnership.
- 7.6. The bid must be accompanied with a sworn affidavit disclosing that the firm does not have any Director who has been convicted in any Country for any criminal offence relating to fraud or financial impropriety or criminal misrepresentation or falsification of facts relating to any matter.
- 7.7. Also accompany the bid with an Affidavit disclosing that the firm is not under litigation with any state or central government, department or agency in any court of law.
- 7.8. Company's Tax Identification Number where applicable.

## **8.0. DEADLINE FOR SUBMISSION OF EOI DOCUMENTS**

Applications in response to this call for Expression of Interest (EOI) must reach the secretariat of PMAWCA **not later than Wednesday, 19<sup>th</sup> April 2017** by email accompanied by **two (2)** signed original copies.

Applicants should note any incomplete application shall be rejected.

All applications should be addressed to:

The Secretary General of PMACWA,

20 Park Lane,

Apapa, Lagos

(Nigeria)

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[pmawca\\_agpaoc@yahoo.com](mailto:pmawca_agpaoc@yahoo.com).