



MILLENNIUM DEVELOPMENT AUTHORITY, MiDA

PRE-PROPOSAL CONFERENCE

Mid-term and Final Evaluations of Ghana Power Compact

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OUTLINE OF PRESENTATION

- Compact Overview
- Monitoring and Evaluating the Compact
- Objective of the Assignment
- Scope of Services
- Deliverables and Schedules
- Personnel Requirement
- Evaluation Criteria

OVERVIEW OF COMPACT

□ **Compact Goal**

- To reduce poverty through economic growth in Ghana

□ **Objectives**

- Increase private sector investment, productivity, and profitability of micro, small, medium and large scale businesses;
- Increase employment opportunities for men and women; and
- Raise earning potential from self-employment and improved outcomes for men and women.

Compact Duration:

Five (5) years from Entering into Force(EIF)

EIF September 6, 2016

Compact close September 6, 2021

GOAL: Poverty Reduction through private sector led economic growth

LONG TERM ECONOMIC OBJECTIVE

Increased private sector economic investment, productivity and profitability of small, medium and large scale businesses and employment opportunities for men and women. Higher individual earning potential from self-employment and improved social outcomes for men and women.

Generation Sector Outcomes

Increased availability, reliability, and expansion of cost-effective generation

Distribution & Access Sector Outcomes

Reduced "hidden costs" and increased (re)investment and expansion in the power sector.

Demand Side Management (DSM)/ Energy Efficiency (EE) Project
Reduced peak growth of consumers

Customer knowledge of EE and use of EE products increased.

- Activities**
- Standards and Labelling & EE
 - EE auditing
 - Public awareness, education & information
 - DSM Infrastructure

Regulatory & Capacity Building Project
Improve regulatory/policy environment and coordinated least cost sector expansion

Improved cost recovery, sector planning, and transparency and accountability

- Activities**
- Sector Performance Monitoring Capacity Building
 - Tariff Review and Regulation

ECG Financial and Operational Turnaround Project
Improved functionality financial health credit worthiness and cost effectiveness service delivery

Reduced system losses, improved service and commercial management and operation of distribution companies

- Activities**
- ECG Private Sector Participation
 - Modernizing ECG Operations
 - ECG Commercial Loss Reduction
 - ECG Technical Loss Reduction
 - ECG Outage Reduction

Access Project
Increased productivity of enterprises in M&EEs

Improved electricity connection/ infrastructure (including public lighting) and service delivery to enterprises in markets and economic enclaves

- Activities**
- Infrastructure
 - Social Inclusiveness and Improved Partnerships

M&E in Compact Implementation

M&E Plan

The M&E Plan explains in detail how and what MiDA and MCC will

- **Monitor to know whether projects are on track to achieve their intended results**
- **Evaluate to assess implementation, generate learning, and estimate impact**

Semi-Annual Review Process

Creates a platform for the GOG and MCC to jointly assess progress on the implementation of the Power Sector Reform.

Indicator Tracking Table

Shows results against targets

- **Only numbers in the ITT are reported publicly**
- **Requirement for Quarterly Disbursement Request Package**

Evaluation Design/Evaluations

The Evaluation Design Report describes

- **Background for the evaluation**
 - **Questions intended to be answered**
 - **Data for the evaluation**
 - **Analysis of the data**
- Mid Term and Final Evaluation**

WHY MONITORING AND EVALUATION



MID-TERM AND FINAL EVALUATIONS CONSULTANCY

CONSULTANCY OBJECTIVES

To provide an overview of the performance of the Ghana Power Compact program in relation to its objectives;

Identify factors (positive and negative) that affected implementation and the achievement of outcomes; and

Document key lessons learned during implementation.

PURPOSE OF THE ASSIGNMENT

Two Evaluations, both expected to

Assess the progress made by the Projects under the Compact towards achieving intended outputs.

Broadly evaluations will look at

Evolution of the Compact:

How has the Compact evolved from its original design to the current one?

Implementation:

How were the project activities and sub-activities of the Compact implemented?

Key Results of the Compact:

What are the key short term and medium term results delivered by the Compact?

Challenges and Lessons Learned:

What are the key challenges and lessons learned during the implementation of the Program activities and sub-activities?

SCOPE OF SERVICES

An examination of the extent to which the Project, Activities and Sub-activities have changed and their consistency with the Compact objectives

(Question 1)
Evolution of the
Program

The extent to which the changes to Project Activities and Sub-activities respond to changes in circumstances and developments in the power sector, as well as to the needs of the Compact Beneficiaries and other Stakeholders.

The extent to which Stakeholders have participated in processes leading to the changes in Project Design

SCOPE OF SERVICES

How well the inputs and activities have been managed to achieve the targeted Outputs.

Project management, to assess if there were any delays in implementation, and the reasons.

(Question 2)

Implementation of the Program

Quality of Project outputs, to see to what extent they compare with expectations and how these outputs will lead to achievement of intended outcomes.

Partnerships, including communication between IEs and other Project Partners in relation to how they contribute to Project success.

Internal and external communications (within MiDA and between MiDA and Partners).

SCOPE OF SERVICES

(Question 3)

How well the Project is achieving (achieved) its planned and intended Outputs.

***Results
achieved
by the
Program***

Any intended or unintended (positive or negative) effects on the different Beneficiaries and the impacts of these effects

SCOPE OF SERVICES

Question 4

The Consultant shall assess the key challenges and lessons learned during the implementation of the Program activities and sub-activities.

Challenges and Lessons Learned

The Consultant is advised to widely engage key stakeholders and beneficiaries like the PDS, EC, PURC and others.

SCOPE OF SERVICES

Specific Questions related to Social and Gender Inclusion

Have practical and strategic social and gender interests been adequately considered in all project strategies?

Has the project been planned on the basis of a social and gender-differentiated beneficiaries' analysis?.

METHODOLOGY

- Participatory- Engaging with key Stakeholder of the Compact
- Include Field Visits
- Meetings and Key Informant and other Interviews with Project Stakeholders
- Review of Documents and Contracts

DELIVERABLES AND SCHEDULES

Sn.	Deliverables	Base Contract (Mid-Term Evaluation)		Option Contract (End-Term Evaluation – if exercised)	
		No. of Working Days	Cumulative No. of Working Days	No. of Working Days	Cumulative No. of Working Days
	Phase One: Inception Report				
1	Deliverable 1a – Kick off Meeting Notes	5	5	5	5
2	Deliverable 1b – Draft Inception Report	15	20	15	20
3	Deliverable 1c – Final Inception Report	10	30	10	30
	Phase Two: Data Collection and Analysis Phase				
5	Deliverable 2 – Data Collection and Analysis	40	70	60	90
	Phase Three: Final Mid-/End-Term Evaluation Report and Approval				
	Deliverable 3a – Draft Mid-Term Evaluation Report	15	85	15	105
6	Deliverable 3b – Final Mid-Term Evaluation Report	15	100	15	120

DURATION FOR MID/END TERM EVALUATION

MID-TERM EVALUATION DELIVERABLES – BASE CONTRACT	WORKING DAYS
Phase One: Inception Phase	30
Phase Two: Data Collection and Analysis Phase	40
Phase Three: Final Mid-Term Evaluation Report and Approval	30
TOTAL	100
END-TERM EVALUATION DELIVERABLES – OPTION CONTRACT (if exercised)	WORKING DAYS
Phase One: Inception Phase	30
Phase Two: Data Collection and Analysis Phase	60
Phase Three: Final End-Term Evaluation Report and Approval	30
TOTAL	120

PERSONNEL REQUIREMENT

- KP1-Task Team Leader (TTL)
- KP2- Power Distribution Infrastructure Expert
- KP3-Energy Efficiency and Demand Side Management (EEDSM) Expert
- KP4-Monitoring and Evaluation (M&E) Expert

EVALUATION CRITERIA

Organizational Capability and Experience

Evidence of organizational capability and relevant experience in the execution of contracts of similar nature and complexity during the last 5 years.

In accordance with the MCC Program Procurement Guidelines, the Consultant's past performance on MCC-funded contracts will be considered as a criterion

Proven experience in Policy Analysis, Qualitative Research, Process Evaluations - Mid-Term Evaluation or End-Term (Final) Evaluation or both in the Power Sector.

Proven experience in sub-Saharan Africa or other developing countries

Proven experience of at least five (5) years in managing large and multi-sector development projects.

EVALUATION CRITERIA

Organizational Capability and Experience

- Evidence of organizational capability and relevant experience in the execution of projects of a similar nature
- Experience as the Lead Consultant in the design and implementation of a work zone public information, education, and outreach campaign program.
- Experience as the Lead Consultant in the design of field surveys/census in Utility Customer Surveys/Census, including detailed knowledge of sample design methodologies.
- Experience as the Lead Consultant in conducting large-scale field studies that support programs associated with Customer Service Research and Engagement.
- Experience in planning and conducting consultations with stakeholders with different interests and at different levels. Experience in conducting public or town hall meetings would be rated.
- Demonstrated experience in an emerging market similar to Ghana

EVALUATION CRITERIA

Approach, Methodology, and Work Plan

- ❑ Demonstrates a clear understanding of the contract requirements and appreciation for the Program Mid-Term and End-Term Evaluation assignment, and incorporates qualitative research, and evaluation methods, and uses participatory and qualitative data/information gathering methods.
- ❑ Proposed project organization and staffing provides a clear, logical and appropriate staffing pattern with responsibilities among different staff positions adequately defined.
- ❑ Proposed approach and methodology includes solutions for addressing time constraints and includes a Work Plan with defined timelines.

EVALUATION CRITERIA

Personnel Qualification

Qualifications	Educational Qualifications, Knowledge of English Language.
Work Experience Relevant to the Assignment	Demonstrated successful experience and past performance in accomplishment of similar projects.
Developing Country experience	Relevant work experience in sub-Saharan Africa and developing countries

Thank
you





Millennium Development Authority (MiDA)

www.mida.gov.gh

www.mcc.gov

REQUEST FOR PROPOSALS

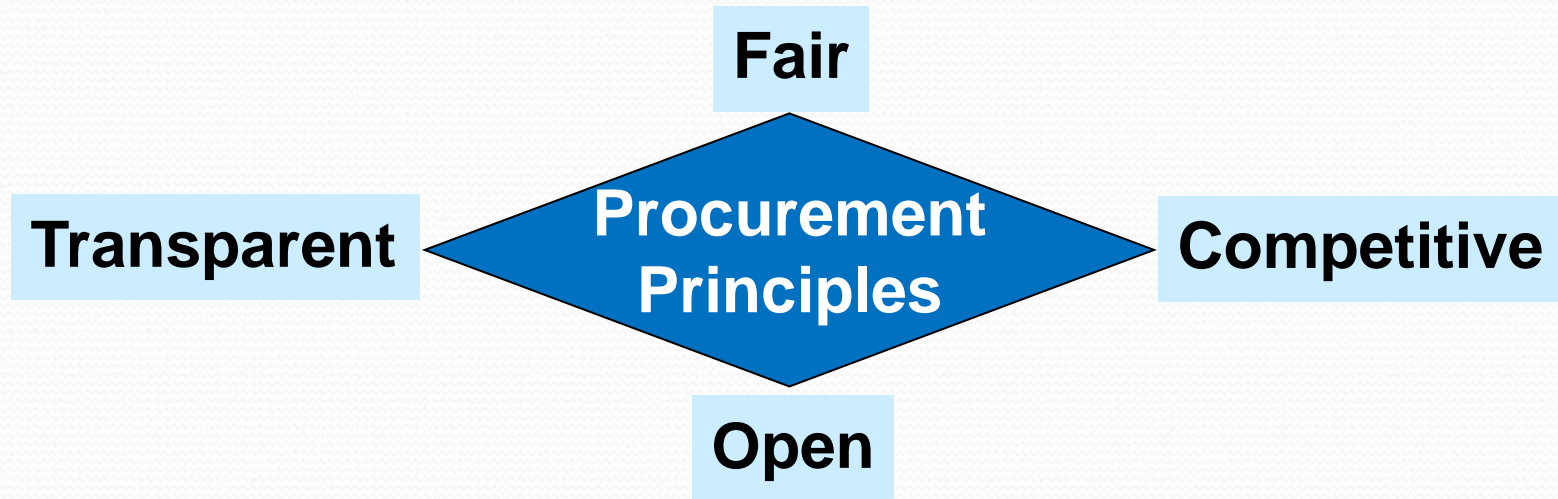
MCC STANDARD BIDDING DOCUMENT ADAPTED FROM IDA/WORLD BANK STANDARD DOCUMENTS BUT ADAPTED TO SUIT MCC.

REMEMBER THIS IS UNTIED AID AND COMPETITION IS OPEN WORLDWIDE.

IMPORTANT FOR INTERESTED BIDDERS TO READ THE RFP CAREFULLY AS THIS IS AN UPDATED VERSION EFFECTIVE FROM APRIL 2019.

IF IN DOUBT ON ANY ISSUE(S) ALWAYS ASK FOR CLARIFICATION BY THE ADVERTISED DEADLINE.

MiDA PROCUREMENT PRINCIPLES



- Procurement Agent to ensure integrity of the process
- Open competition wherever possible
- No geographic or national preferences
- Independent and suitably qualified Evaluation Panels
- MCC and MiDA Board of Directors approvals over certain thresholds
- Price Reasonableness Analysis
- Contractor Past Performance Reports
- Bid Challenge System (www.mida.gov.gh) and Debriefings

PART 1 - SECTION I

INSTRUCTIONS TO CONSULTANTS

READ CAREFULLY, AND IN PARTICULAR NOTE

CLAUSE 17

- Clearly mark your outside envelope/package with the name and reference for the assignment – also see Proposal Data Sheet;
- Ensure that the required number of your Technical and Financial Proposals are provided – also see Proposal Data Sheet;
- Ensure that the Technical and Financial Proposals are enveloped separately and also clearly marked with the name and reference for the assignment.

PART 1 - SECTIONS II AND III

Section 2 – The Proposal Data Sheet supersedes the related clauses from the Instructions to Consultants. Please also note that Proposals must be submitted no later than **15:00 hours Ghana time on 30TH AUGUST 2019.**

Section 3 – The Qualification and Evaluation Criteria shows the marks to be awarded for each category and you are required to obtain a total of 80 marks if you are to pass and enable your Financial Proposal to be opened and evaluated.

SECTION III - QUALIFICATION AND EVALUATION CRITERIA

There are now new Qualification Tables included in the RFP in Section 3.5 which cover:

3.5.1 Eligibility – Qualification and Eligibility, Conflict of Interest and Ineligibility and Debarment (Form TECH-1 and attachments).

3.5.2 Historical Contract Non-Performance – Pending Litigation (Form TECH-2 B).

3.5.3 Financial Situation – Historical Financial Performance, and Financial Resources (Forms TECH 2A, TECH-2B and TECH-4).

3.5.4 Experience – Organization Capability and Technical Experience (Forms TECH-3 and TECH-6), and General and Specific Experience (Form TECH-4).

The Consultant shall provide the information requested in the corresponding information sheets included in Section IV, Proposal Forms, to establish that the Consultant meets the requirements established.

SECTION III – QUALIFICATION AND EVALUATION CRITERIA

LEGAL STATUS - LETTER OF INCORPORATION WITH TECH-1

FINANCIAL CRITERIA - ACCOUNTS AND CREDIT FACILITIES TO EVIDENCE SUFFICIENT FINANCE TO COMPLETE THE CONTRACT.

LITIGATION CRITERIA – FOR CONTRACTS IN LAST 5 YEARS.

ORGANIZATIONAL CAPABILITY AND EXPERIENCE OF THE CONSULTANT – EVIDENCE OF SUCCESSFUL EXPERIENCE ON GENERAL AND SPECIFIC CONTRACTS RELATED TO THE ASSIGNMENT.

APPROACH, METHODOLOGY, AND WORK PLAN - RESPOND TO THE REQUIREMENTS OF THE TOR AND THE STATED CRITERIA

KEY PROFESSIONAL PERSONNEL – EDUCATIONAL QUALIFICATIONS, RELATED WORK EXPERIENCE, AND EXPERIENCE IN SUB-SAHARAN AFRICA/DEVELOPING COUNTRIES

SECTION III - QUALIFICATION AND EVALUATION CRITERIA

- Form TECH-2A. Financial Capacity of the Consultant
- The Consultant is required to provide information on its financial status. This requirement can be met by submission of one of the following:
 - *audited financial statements for the last three (3) years, supported by audit letters,*
 - *certified financial statements for the last three (3) years, supported by tax returns.*
 - *Evidence of financing dedicated for the implementation of the consulting services as attested by an authorized representative of the Consultant.*
- Failure to submit documents as evidence of financial capacity will result in the rejection of the Proposal.
- If the Proposal is submitted by a joint venture, all parties of the joint venture are required to submit their financial statements. The reports should be submitted in the order of the Associate's significance in the joint venture, greatest to least.

SECTION IV

Section IV A – The Technical Proposal Forms Consultants will need to respond to each section and to assist the evaluation process if Consultants use separators to divide your responses to each of the **TECH-1 to TECH-11** forms.

Section IV B – The Financial Proposal Forms Consultants will need to respond to each section and to assist the evaluation process if Consultants use separators to divide your responses to each of the **FIN-1 to FIN-4** forms.

Please use separators between the various sections of your Proposals to ensure they are easy for the Technical Evaluation Panel to find and review. Also secure pen drives to avoid loss.

TECH FORM - PART 1

- **TECH-1** *Use the form and wording of the letter provided and attach Power of Attorney, Letter of Incorporation, Joint Venture or Association Agreements.*
- **TECH-2A** *Attach Audited or Certified Financial Statements for the last 3 years or evidence of financing dedicated for the implementation of the consulting services as attested by an authorized representative of the Consultant.*
- **TECH-2B** *Provide details of all current or past legal proceedings, litigation, arbitration, action claims investigations or disputes over the last five (5) years.*
- **TECH-3** *Provide the background and organization of your firm/entity, and each associate, your organization chart(s), and demonstrate your organizational capability and experience as well as capacity to field and provide experienced replacement personnel at short notice..*
- **TECH 4** *Provide information on all relevant general and specific assignments that your organization, and associates, have carried out relevant to the RFP/TOR – all MCC funded work must be included.*
- **TECH-5** *Each Consultant, and JV/Association member(s) must provide references about any and all MCC-funded contracts anywhere in the world (either direct or with an MCA-Entity) to which they have been a party as sole or Lead Consultant, affiliate, associate, subsidiary, sub-Consultant or any other role. Separate parts of the table to be completed for Contracts with MCC, and for Contracts with MCA-Entities.*

TECH FORMS - PART 2

- **TECH-6** *Description of your Technical Approach and Methodology, Work Plan, and Organization and Staffing for the assignment – show an understanding of the assignment, what you will do and how you will do it.*
- **TECH-7** *Present and justify any modifications or improvements to the TOR you are proposing to improve performance in carrying out the assignment.*
- **TECH-8** *List the name, organization, and area of expertise for the Key Personnel proposed as well as the position [for the Assignment, not their corporate position] and tasks assigned for the Assignment.*
- **TECH-9** *Provide the home and field staffing inputs for all Key and Non-Key Personnel (Support Staff).*
- **TECH-10** *Provide a list of all the main activities, deliverables and other milestones for the assignment.*
- **TECH-11** *Please ensure you follow the format of the CV provided. With regards the educational qualifications of personnel you must clearly indicate the year(s) of academic qualification. Also ensure that the number of years of experience for personnel is clearly detailed on the CV.*

FIN FORMS

- **FIN-1** *Use the form and wording of the letter provided and insert the relevant date and amount(s) in words and figures.*
- **FIN-2** *Insert the total fully loaded price in the relevant currency (US Dollars, or Ghanaian Cedi, or a combination of both).*
- **FIN-3** *Complete the Breakdown of Price by Activity (for each and every activity stated in the TOR) using fully loaded prices and listing/pricing each of the line item activities in the whole assignment.*
- **FIN-4** *Complete the Breakdown of Price by Remuneration giving home and field rates for all of the Key and Non-Key Personnel in forms TECH-8 and TECH-9 of your Proposal.*

PART 1 - SECTION V

Terms of Reference – Consultants should read these carefully as it provides, among others, details of:

- the Scope of Work required under this assignment,
- the Tasks, Deliverables, Payment Terms, and
- the Key and any Non-Key Personnel requirements and the required Level of Effort.

PART 2 – CONTRACT AGREEMENT

This is the new form of Contract Agreement that you will be required to sign so please read the terms and conditions carefully.

If you are in any doubt about any of the terms of Contract it is advisable to ask for clarification at this stage.

Note: The General Conditions of Contract and MCC Additional Provisions will not be changed.

PART 2 – CONTRACT AGREEMENT

Three new Annexures to the form of Contract:

ANNEX H – Compliance with Sanctions Certification Form

This form is to be completed by the Consultant and submitted together with the signed Contract Agreement, and subsequently thereafter on the last business day prior to the last day of each quarter (March 31, June 30, September 30, December 31) after the signature of an MCC-Funded Contract, for the duration of the Contract.

ANNEX I – Self-Certification Form

This self-certification declares that the Consultant will only procure goods and materials essential for the Contract, from suppliers that are free of forced and child labor and provide their direct workers with a safe and hygienic workplace, in compliance with the International Finance Corporation's Performance Standards on Environmental and Social Sustainability regarding labor standards and protections.

ANNEX J – Notice of Intent to Award

*In compliance with ITC 26.1, after the completion of the evaluation report and having obtained all the necessary approvals per the PPG, the MCA Entity shall send the Notice of Intent to Award to the successful Consultant. Delivery of the Notice of Intent to Award **shall not constitute the formation of a contract** between the MCA Entity and the successful Bidder. This merely formalizes the processes already in place.*

CLARIFICATION QUESTIONS AND RESPONSES

CLARIFICATION QUESTIONS MUST BE SENT **BY E-MAIL** NO LATER THAN CLOSE OF BUSINESS ON **26th JULY 2019** TO:

paghana@charleskendall.com

and copy to

procurement@mida.gov.gh

YOU MUST USE THESE ADDRESSES TO SOLICIT A WRITTEN RESPONSE TO YOUR QUESTIONS INCLUDING THOSE RAISED AT THIS MEETING.

RESPONSES TO ALL QUESTIONS WILL BE ISSUED ALONG WITH THE MINUTES OF THE PRE-PROPOSAL MEETING NO LATER THAN 17:00 HOURS ON **2ND AUGUST 2019**.

SUBMISSIONS

MiDA PROCUREMENT

4TH FLOOR HERITAGE TOWER

SUBMISSION FORM TO BE COMPLETED ON TENDER BOX.

SUBMISSIONS DUE BY **15:00** HOURS GHANA TIME ON **30TH AUGUST, 2019** . A PUBLIC OPENING FOLLOWS IMMEDIATELY AFTER.

LATE SUBMISSIONS WILL NOT BE ACCEPTED.

COMMON CHALLENGES

- ❖ Clarification questions not asked by due date and time.
- ❖ Courier packages not clearly marked with activity title and RFP reference No..
- ❖ The cover, or Technical and Financial Proposal, envelopes not correctly marked, or not submitted in separately sealed envelopes, and CD's or pen drives not secured.
- ❖ Proposal submission form/letter (TECH-1) not signed.
- ❖ Power of Attorney not provided for the person given authority to sign the Proposal and/or negotiate and/or sign the resulting Contract.
- ❖ JV or Association documents not provided.
- ❖ Financial Statements for three (3) years frequently not provided.
- ❖ Firms respond to TORs stating they will do **what** the TOR requires but not explaining **how** they will carry out the assignment.
- ❖ Proposal does not address all of the line item evaluation criteria.
- ❖ References with up to date email addresses not provided for Bidder.
- ❖ CV's not in correct format and/or not signed.
- ❖ CV's not aligned to evaluation criteria nor clearly states the years of experience for your Key Personnel.



As always we are looking for compliance with all of the requirements of the RFP.

It is the responsibility of the Consultant to ensure that their Proposals are complete, compliant, and clear.

The Technical Evaluation Panel will not second guess your content or intentions.

Thank You.