

Millennium Challenge Corporation

Reducing Poverty Through Growth

Private Sector Investment Participation Consulting Services

The Millennium Challenge Corporation (MCC) requires consulting services for the development and implementation of investment programs that involve private sector participation, including through support of public-private partnerships and structured finance (hereinafter referred to as “Private Sector Participation” or “PSP”) in Compact programs. Consultants will be selected based on demonstrated qualifications for the requirements outlined below.

Background

The Millennium Challenge Corporation (“MCC”) is a U.S. Government agency whose mission is to reduce poverty through the promotion of sustainable economic growth. As of December 2008, MCC has signed Compacts ranging from \$66 million to \$698 million with eighteen partner countries in Africa, Latin America, Asia, and Europe for a total of \$6.3 billion, of which approximately \$1.0 billion involves funding for PSP-related interventions. Compact investments have been concentrated in key public service and infrastructure (more than 60% of the total commitment), including transport, social facilities, water, energy, and irrigation. Incorporating PSP into MCC’s investment operations is important to helping to ensure sustainability as well as for mobilizing additional sources of funding to assist countries in supplying key public services. Several countries are currently developing or are eligible to develop Compact proposals, including Senegal, Moldova, Jordan, Philippines, Malawi, Colombia, Indonesia, and Zambia.

Consultant Requirements

MCC requires one or more consultants to assist in development and implementation of PSP in Compact programs to ensure best practices in program design such that transaction structures represent a fair and equitable deal for all project participants. Responsibilities will include but are not limited to:

- Advising MCC and/or partner countries on opportunities for including PSP in Compact proposals, including identifying and developing interventions that could involve public-private partnerships and structured financing approaches;
- Advising MCC and/or partner countries on matters relating to project definition, appraisal, and due diligence of PSP-related interventions in Compact proposals, including commercial and financial structuring, analysis, evaluation, financial modeling, project documentation, development of project delivery options, analysis of institutional models, and identifying necessary policy reforms;
- Advising MCC and/or partner countries on financial sourcing issues, particularly related to off balance-sheet and structured financing techniques;
- Review and comment on program-related design documents, terms of reference, procurements, and budgets; and
- Advising MCC and/or partner countries on implementation of PSP-related interventions in Compacts.

The ideal candidates will have appropriate educational qualifications and professional expertise that spans most or all forms of PSP, particularly performance-based service and management contracts, output-based aid, leases/affermage, and concessions. Candidates should possess skills in financial modeling; project analysis and appraisal; and risk identification, allocation, and mitigation. Candidates should have experience in legal, institutional, and regulatory matters related to PSP; and should be knowledgeable about sourcing, underwriting and arranging of public and private financial and risk-transfer products. Excellent written and oral communication skills in English are mandatory. Also highly desirable are

exposure to developing countries in Africa, Latin America, and/or Asia. Proficiency in languages of MCC-partner countries is also desirable, although not necessary.

This announcement is not restricted to U.S. citizens. As requirements arise, MCC will review the list of approved consultants and determine the ones eligible to provide services for specific assignments. Individual assignments could range from a few days to a few months in duration. Travel to MCC's partner countries may be required. There will be no commitment to a minimum or maximum amount of work after the award of a contract.

NOTE: Consultants selected for advice regarding a particular country will be precluded from bidding on works and services (e.g., transaction advisor, concessions, etc.) procured by the MCA entity in that country.

Evaluation Criteria

The selection process will focus on the following aspects of the candidate:

- Experience involving various forms of PSP-related modalities;
- Exposure to developing countries and a clear understanding of their enabling environments for PSP;
- Experience with financial modeling and commercial/financial engineering techniques, particularly related to structured financings;
- Risk allocation/mitigation skills, including knowledge of risk transfer and guarantee/insurance products;
- Excellent oral and written English communication skills; and
- Availability and ability to travel to MCC partner countries.



















How to Apply

Interested parties should email recruitment@mcc.gov, with "PPP Consultants" in the subject line, the following package:

- 1) Resume/Curriculum Vitae, including but not limited to responsibilities, location, duration, and client
- 2) Brief cover letter that addresses all Evaluation Criteria as listed in this advertisement and lists:
 - a. Proposed hourly rate
 - b. Salary information/hourly rates for the past three years
 - c. Three professional references with contact information

This announcement is open and continuous and resumes will be evaluated quarterly.

MCC is an equal opportunity employer.

| COUNTRY | AMOUNT OF PSP \$1,000.3M TOTAL | DESCRIPTION OF PSP-RELATED INTERVENTION |
|--|-----------------------------------|---|
|  Armenia \$235.7 | - | None |
|  Benin \$307.3 | \$169.4 million | <ul style="list-style-type: none"> ▪ Port of Cotonou's South Wharf will be concessioned to the private sector after Compact-funded rehabilitation is complete |
|  Burkina Faso \$480.9 | - | None |
|  Cape Verde \$110.1 | \$5.0 million | <ul style="list-style-type: none"> ▪ "Partnership to Mobilize Investment" activity funds identification of priority sectors and potential public or private interventions in these sectors |
|  El Salvador \$460.9 | \$9.0 million | <ul style="list-style-type: none"> ▪ Compact provides that MCC funding for capital improvements in technical schools can leverage funding from "private parties" |
|  Georgia \$295.3 | - | None |
|  Ghana \$547.0 | - | None |
|  Honduras \$215.0 | - | None |
|  Lesotho \$362.6 | \$44.0 million | <ul style="list-style-type: none"> ▪ Compact makes funding for renovation of health infrastructure available to an NGO that provides roughly half of Lesotho's health services through a combination of user fees and formal subsidy from GoL |
|  Madagascar \$109.8 | - | None |
|  Mali \$460.8 | \$183.9 million | <ul style="list-style-type: none"> ▪ Bamako Airport will be concessioned to the private sector after Compact-funded rehabilitation is complete |
|  Mongolia \$284.9 | \$188.4 million | <ul style="list-style-type: none"> ▪ Compact funds creation of a leasing company for management and maintenance of Compact-funded locomotives |
|  Morocco \$697.5 | \$93.6 million | <ul style="list-style-type: none"> ▪ Morocco's National Office for the Fishing Sector will delegate management of the wholesale markets to PS ▪ The Compact will fund a "design competition" and RFP for public-private financed spaces in Fez Medina |
|  Mozambique \$506.9 | \$194.6 million | <ul style="list-style-type: none"> ▪ Water supply networks in large and mid-sized cities will be leased to private operators ▪ Water supply networks in smaller cities and towns will be pooled through a management contract ▪ Global Partnership on Output-based Aid will provide \$6mn to enable 20,000 household connections |
|  Namibia \$304.5 | \$58.7 million | <ul style="list-style-type: none"> ▪ The tourism project funds a study of potential tourism concessions in Etosha National Park and funds grants and technical assistance for joint venture conservancies |
|  Nicaragua \$175.0 | - | None |
|  Tanzania \$698.1 | \$53.7 million | <ul style="list-style-type: none"> ▪ Hydro plant, transmission and distribution network, and service delivery in Kigoma will be concessioned |
|  Vanuatu \$65.7 | - | None |