REQUEST FOR EXPRESSIONS OF INTEREST (REOI)

(CONSULTING SERVICES – FIRMS SELECTION)

**Republic of Türkiye**

**Rail Logistics Improvement Project (RLIP)**

**Loan No. 9145-TR**

**Assignment Title:** Consulting Services for Business Model Recommendations and Preparation of Project Procurement Strategy for Development (PPSD) for Istanbul North Rail Crossing Project (INRAIL)

**Reference No**. (as per Procurement Plan): AYGM-DAN-2025-WB 16

1. The Ministry of Transport and Infrastructure (MoTI) of the Republic of Türkiye has received financing from the World Bank toward the cost of the Rail Logistics Improvement Project, and intends to apply part of the proceeds for consulting services.

2. The consulting services (“the Services”) include evaluating the most suitable business model for the delivery of the Istanbul North Rail Crossing Project (INRAIL) and to assist in the preparation of the Project’s Procurement Strategy for Development (PPSD) and Procurement and Contract Management Plans. The business model for the Project is understood as the combination of procurement (and when included, financing) schemes that can be used to deliver the project in an optimal manner. The business model will define the sequencing, packaging, allocation of financing and contracting modalities for the different contracts required to implement the Project. In addition to providing recommendations to optimize the business model for the delivery of the project, this assignment will also serve to prepare the Project’s Procurement Strategy for Development (PPSD) as defined in the World Bank’s Procurement Regulations for Investment Project Financing (IPF) Borrowers.

3. The detailed Terms of Reference (TOR) for the assignment can be found at the following website:

<https://aygm.uab.gov.tr/ihaleler>

4. The Ministry of Transport and Infrastructure (MoTI) now invites eligible consulting firms (“Consultants”) to indicate their interest in providing the Services. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services.

5. A consulting firm is allowed to submit the expression of interest alone if it considers itself to be fully qualified on its own for the assignment, as it is not mandatory for consultants to associate with any other firm(s), whether foreign or local. Alternatively, if consultants themselves choose to associate to enhance their qualifications and capability for the assignment, then such associations may either be as a Joint Venture (i.e. all members of the joint venture shall be jointly and severally responsible) and/or Sub-consultants (i.e. the Consultant will be responsible, including for the services of the sub-consultant). In case of an association, the Consultants must explain in the EOI submission (a) the rationale for forming the association and (b) the anticipated role and relevant qualifications of each member of the Joint Venture and/or of each sub-consultant for carrying out the assignment, to justify the proposed inclusion of the JV members and/or sub-consultants in the association. Failure to provide the above explanation in the Expression of Interest may risk the association not being shortlisted for the assignment. Please note that in the evaluation of EOIs of associations for shortlisting purposes, only the qualifications of the JV members will be taken into account whereas the qualifications of proposed sub-consultants will not be considered.

6. The selection criteria are as follows, in which specific experience of the Consultant relevant to the assignment will be considered of paramount importance:

1. General Experience of the Consultant (as a firm) in providing consultant services

* The Consultants should be in the consulting business for not less than the last 12 years prior to deadline for submission of interests;

1. Specific Experience of the Consultant (as a firm) relevant to the assignment in providing similar services under contracts of comparable size

* Interested consultants must demonstrate experience within the last ten (10) years in preparing procurement strategy documents for projects funded by multilateral development banks (MDBs), such as the IBRD, EBRD, EIB, ADB, and IsDB. Additionally, they should demonstrate expertise in developing business models for complex infrastructure projects financed by MDBs—particularly those that involve the financing strategies and procurement modalities for multiple contract components.

7. To demonstrate their qualifications and experience in meeting the above shortlisting/selection criteria, Consultants are requested to submit, at a minimum, the supporting documentation listed below. A consultant firm can only use its own qualifications and experience and not of its parent, sister or subsidiary companies or its employees.

1. The firm's incorporation/trade/registration documents issued by the concerned government authority of the country of the firm.
2. The firm’s company brochures including the core areas of business; and
3. Completed Form-1 (attached to this Request for Expression of Interest) to provide information of similar contracts. This should include the name and reference number of the contract, brief description of the scope of work, contract amount, period of the contract, name of the client and country of assignment, and role of the Consultant in the contract. Copies of completion certificates/references of Clients of completed contracts are not required to be submitted with the EoI. In the subsequent stage at the time of submission of proposals, the Client may request the shortlisted consultants to submit such supporting completion certificates.

8. The attention of interested Consultants is drawn to (i) paragraphs 3.16 & 3.17 of the World Bank’s Procurement Regulations for IPF Borrowers: Procurement in Investment Project Financing (Goods, Works, Non-Consulting and Consulting Services) (August 2018), setting forth the World Bank's policy on conflict of interest.

9. A Consultant will be selected in accordance with the CQS method set out in the Procurement Regulations.

10. Further information can be obtained at the address below during office hours 09:00 to 17:00 hours (Türkiye time).

11. Expressions of interest must be delivered in a written form to the address below (in person, or by mail, or by fax, or by e-mail) by May 8, 2025 until 15:00 hours (Türkiye time).

Ministry of Transport and Infrastructure

General Directorate of Infrastructure Investments

Department of Railway Construction

Attn: Serkan Uçar - Head of Department

Hakkı Turayliç Caddesi No:5, Emek

06500, Ankara, TÜRKİYE

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**Attachment: Form-1 (Similar Contracts)**

Name of Consultant firm:\_\_\_\_\_\_\_\_\_\_\_\_\_\_ (attach separate form for each firm in case of JV)

| Sr. No. | Contract name & Reference No. of contract | Brief Description of scope of work and main deliverables/outputs | Contract value (in US$ equivalent)/ Amount paid to your firm | Contract Period (start date and completion date) | Name of Client & Country of Assignment | Role in the Assignment |
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|  | {e.g., “Improvement quality of...............”: designed master plan for rationalization of ........; } |  | {e.g., US$1 mill/US$0.5 mill} | {e.g., Jan.2009– Apr.2010} | {e.g., Ministry of ......, country} | {e.g., Lead partner in a JV A&B&C} |
|  |  |  |  |  |  |  |
|  | {e.g., “Support to sub-national government.....” : drafted secondary level regulations on..............} |  | {e.g., US$0.2 mil/US$0.2 mil} | {e.g., Jan-May 2008} | {e.g., municipality of........., country} | {e.g., sole Consultant} |
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