

## **TERMS OF REFERENCE**

*“Pre - Feasibility Studies for Public-Private Partnerships (PPPs) Projects in LAC countries”*

**RG-T4810**

*“Assistance to the Public Sector for the structuring of efficient, resilient and affordable Public Private Partnerships”*

### **1. Background and Justification**

1. Established in 1959, the Inter-American Development Bank ("IDB" or "Bank") is the main source of financing for economic, social, and institutional development in Latin America and the Caribbean. It offers loans, grants, guarantees, policy advice, and technical assistance to the public and private sectors of its borrowing countries.
3. The need to provide more and better infrastructure services is one of the main challenges facing Latin America and the Caribbean. Due to the region's currently low levels of public investment and fiscal constraints, it is essential to increase private investment in infrastructure. To achieve this, we must understand and promote the necessary conditions to efficiently attract private investment. According to the Inter-American Development Bank (IDB), to close the infrastructure gap, Latin America and the Caribbean need to increase investment by more than 70%, raising the average annual investment from 1.8% to 3.12% of GDP.
4. The Public-Private Partnerships (PPP) team within the IDB's Infrastructure and Energy Department is actively engaged in various initiatives aimed at improving the conditions for efficient and competitive infrastructure PPPs across the region. These initiatives include provide strategic support for pre-feasibility, feasibility, and structuring studies for efficient, competitive, transparent and bankable PPP projects throughout the region.
5. The latest Infrascope assessment (IDB and Economist Impact, 2024) highlights the urgent need to strengthen the efficiency of PPP projects and programs in the region. Among other things, the report highlights the need for enhancing capacities of countries to prepare solid PPP projects having in mind value for money generation, balance risk distributions and mitigation strategies, well design payment mechanisms and other key characteristics that are key for project bankability and commercial attractiveness.
6. In this context, the Bank approved the Technical Cooperation (TC) RG-T4810 to continue reinforcing the IDB Group's support to the region in terms of project preparation and development, as well as technical and institutional strengthening and knowledge generation in the field of Public-Private Partnerships (PPP) in infrastructure in Latin America and the Caribbean (LAC) economies.
7. In this case, the IDB's PPP Unit is seeking a consulting firm to support countries in LAC to develop pre-feasibility studies that includes the legal, technical, economic, financial, socio-environmental aspects of a project.

## 2. **Objectives**

1. The main objective of this consultancy is to provide support to PPP projects in LAC, to facilitate the preparation and implementation of PPPs in economic and social infrastructure, through supporting identification, selection, and preparation activities for infrastructure projects to be implemented through a PPP scheme. This action will finance studies required for the preparation of individual PPP projects, the review for funding and/or tendering, and studies related to the project's pre-feasibility, feasibility and structuring (technical, financial, environmental, social, institutional and legal).

## 3. **Key Activities**

1. To develop a combination of studies and technical reports for infrastructure projects in LAC countries

## 4. **Expected Outcomes and Deliverables**

1. For each project, the set of studies to be developed may include:
  - a. Planning stage and definition of initial parameters studies (project plan, legal and regulatory framework analysis, scope and structure, among others);
  - b. Review of existing prefeasibility or feasibility studies to identify room for improvement that can improve the attractiveness and bankability of the project;
  - c. Prefeasibility studies, feasibility studies (technical specifications, financial model, commercial and fiscal feasibility reports, value for money, market sounding report, environmental and social impacts analysis taking into account the New Environmental and Social Policy Framework of IDB);
  - c. PPP structuring process analyses (risk matrix, specifications, and annexes for the tendering process; technical and economic offer structure selection criteria, among others).

## 5. **Project Schedule and Milestones**

1. All the activities will be carried out and must be completed in a period of no more than 18 months

## 6. **Supervision and Reporting**

1. *All reports and documents must be sent for acceptance by the TC Team Leader, Marcos Siqueria ([msiqueria@iadb.org](mailto:msiqueria@iadb.org)) and the Alternate Team Leader Maria Pilar Castrosin ([mcastrosin@iadb.org](mailto:mcastrosin@iadb.org)).*

7. **Schedule of Payments**

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<b>Payment Schedule</b>	
<b>Deliverable</b>	<b>%</b>
1. Acceptance of the first deliverable of studies	30%
2. Acceptance of the preliminary version of studies	30%
3. Acceptance of the final version of studies	40%
<b>TOTAL</b>	<b>100%</b>

**Consultant for Strategic Management and PPP Project Coordination**

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The IDB Group is a community of diverse, versatile, and passionate people who come together on a journey to improve lives in Latin America and the Caribbean. Our people find purpose and do what they love in an inclusive, collaborative, agile, and rewarding environment.

**About this position**

We are looking for a professional with experience in management and coordination in the infrastructure sector in LAC to support the structuring of the Public-Private Partnership (PPP) Projects (the Project).

You will work with the Public-Private Partnerships Unit, part of the Infrastructure and Energy Department at the Inter-American Development Bank (IDB). This team is responsible for supporting public and private entities in Latin America and the Caribbean through preliminary activities (strengthening regulatory and institutional frameworks); project development (identification, preparation, and structuring of bankable infrastructure projects with potential to reach financial close); and knowledge dissemination on Public-Private Partnerships (workshops and publications).

**What you'll do:**

- Monitor, manage, and coordinate the Project;
- Support IDB Specialists and other stakeholders responsible for the Project in its follow-up and oversight;
- Interact with the government to identify needs and propose solutions in coordination with IDB Specialists;
- Liaise with the government and consulting firms contracted by the IDB that are carrying out activities related to the PPP Project to ensure its proper progress in line with government requirements and the Terms of Reference of the Technical Cooperation agreement and each consultancy contract;
- Monitor consultancy contracts and their deliverables/products, timelines, and budgets;
- Supervise, review, and validate the revised versions of documents and products developed in the context of the Project structuring, such as work plans, project schedules, economic-financial models, risk matrices, contracts, bidding documents and annexes, operational and technical models, among others, ensuring their quality, technical consistency, clarity, relevance, and compliance with the Terms of Reference and contracts, and produce a report for IDB Specialists with recommendations for next steps;
- Ensure the delivery of consultancy products to the government, once approved by the IDB Specialist team;
- Prepare monthly reports on the monitoring and management of the Project, including critical path, bottlenecks, key developments during the last period, forecast of upcoming deliverables, discussion topics, pending issues, recent decisions or decisions to be made, among other critical topics for the advancement and completion of the Project;
- Draft Terms of Reference and carry out all necessary steps for hiring consultancies required for the execution of the Project;

- Schedule meetings (in-person or virtual) to discuss technical topics with relevant stakeholders as needed to ensure the project's progress, and produce meeting minutes;
- Coordinate regular meetings, at a frequency agreed upon with the IDB and the government, with all parties involved in the Project (including contracted consultancies and public administration members), producing summaries of next steps and decisions;
- Manage the filing of Project documents and the database, in the format agreed upon with the IDB, contracted consultancies, and the government;

#### **Cronograma de Entregas e Pagamentos:**

<b><u>Deliverable #</u></b>	<b><u>Percentage</u></b>	<b><u>Planned Date to Submit</u></b>
<b>1. Work Plan and organization of the Data Room of the Project</b>	15%	3 weeks after the signature of the contract
<b>2. First Draft of the Report of advance of the technical assistance</b>	55%	5 months after the signature of the contract
<b>3. Final Version of the Report of advance of the technical assistance</b>	30%	12 months after the signature of the contract

#### **What you'll need:**

- **Education:** Master's degree or specialization in Economics, Business Administration, or Finance
- **Experiência:** At least 8 years of experience in the management and/or development of Public-Private Partnership (PPP) and concession projects in LAC
- **Languages:** TBD based on the supported country

#### **Key skills:**

- Learn continuously.
- Collaborate and share knowledge.
- Focus on clients.
- Communicate and influence.
- Innovate and try new things.

#### **Requirements:**

- **Citizenship:** You are a citizen of one of our 48-member countries.
- **Consanguinity:** You have no family members (up to the fourth degree of consanguinity and second degree of affinity, including spouse) working at the IDB, IDB Invest, or IDB Lab.

#### **Type of contract and duration:**

- **Type of contract:** Products and External Services Consultant (PEC), Lump Sum
- **Length of contract:** 12 months
- **Work Location:** Remote.

#### **Our culture**

At the IDB Group we work so everyone brings their best and authentic selves to work, willing to try new approaches without fear, and where they are accountable and rewarded for their actions.

Diversity, Equity, Inclusion and Belonging (DEIB) are at the center of our organization. We celebrate all dimensions of diversity and encourage women, LGBTQ+ people, persons with disabilities, Afro-descendants, and Indigenous people to apply.

We will ensure that individuals with disabilities are provided reasonable accommodation to participate in the job interview process. If you are a qualified candidate with a disability, please e-mail us at [diversity@iadb.org](mailto:diversity@iadb.org) to request reasonable accommodation to complete this application.

**Our Human Resources Team reviews carefully every application.**

### **About the IDB Group**

The IDB Group, composed of the Inter-American Development Bank (IDB), IDB Invest, and the IDB Lab offers flexible financing solutions to its member countries to finance economic and social development through lending and grants to public and private entities in Latin America and the Caribbean.

### **About IDB**

We work to improve lives in Latin America and the Caribbean. Through financial and technical support for countries working to reduce poverty and inequality, we help improve health and education and advance infrastructure. Our aim is to achieve development in a sustainable, climate-friendly way. With a history dating back to 1959, today we are the leading source of development financing for Latin America and the Caribbean. We provide loans, grants, and technical assistance; and we conduct extensive research. We maintain a strong commitment to achieving measurable results and the highest standards of integrity, transparency, and accountability.

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### **About IDB Lab**

Is the innovation laboratory of the IDB Group. We mobilize financing, knowledge, and connections to drive innovation for inclusion in Latin America and the Caribbean. We believe innovation is a powerful tool that can transform our region, providing today unprecedented opportunities to populations that are vulnerable due to economic, social, or environmental factors. IDB Lab has a commitment to gender quality and diversity as part of its development mandate. The Strategy and Impact unit supports IDB Lab in the development of strategy, connections and knowledge, and impact measurement and reporting.

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### **About IDB Invest**

IDB Invest, a member of the IDB Group, is a multilateral development bank committed to promoting the economic development of its member countries in Latin America and the Caribbean through the private sector. IDB Invest finances sustainable companies and projects to achieve financial results and maximize economic, social, and environmental development in the region. With a portfolio of \$14.1 billion in asset management and 325 clients in 25 countries, IDB Invest provides innovative financial solutions and advisory services that meet the needs of its clients in a variety of industries.

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