



KINGDOM OF CAMBODIA
Nation, Religion, King



Selection of Consultants

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Request for Expressions of Interest

Selection of Consulting Services for

Support to digital change, organisation & audit

**Project: Grid Modernization on Transmission and Distribution
System Project**

Client: Electricité du Cambodge

Country: Cambodia

Issued on: Dec 14th 2023

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With financial support of



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CONSULTING SERVICES

Expressions of Interest

Electricité du Cambodge has received a financing from *Agence Française de Développement* ("AFD"), and intends to use part of the funds thereof for payments under the Grid Modernization on transmission and distribution system project, for support to digital change, organisation and audit services.

EDC intends to modernize its organization by further digitizing its processes while getting more resilient to cybersecurity threats.

To support this objective, EDC is recruiting a specialized consultant to provide services in the following three fields:

– Support to the digital change

The Consultant will help EDC and its top management define a roadmap for digital change, identify processes to be digitized and implement the technical solutions. The Consultant will also help EDC management deploy the change in the organization and communicate on these as well as estimate and measure the added value of the proposed changes.

– Audit of training organization and implementation of an e-Learning platform

The Consultant will conduct an audit on how training is organized within EDC, from identification of training requirements all the way to actual delivery of training, at the Institute of Electrical Science (IES) or elsewhere. The Consultant will propose organization changes were relevant.

The Consultant will specify and implement a new e-Learning platform to complement EDC's training capacity through IES.

– Cybersecurity audit

The Consultant will conduct a full cyber-security audit of EDC's existing corporate IT systems and organization. The Consultant will identify weaknesses, propose mitigation measures and prepare their implementation.

The estimated budget to cover these consulting services is 450.000 EUR.

Electricité du Cambodge hereby invites Applicants to show their interest in delivering the Services described above.



This Request for Expressions of Interest is open to:

- Consulting firms
- NGOs
- Individual consultants
- Joint Venture between NGO(s) and consulting firm(s)

Eligibility criteria to AFD financing are specified in sub-clause 1.3 of the "Procurement Guidelines for AFD-Financed Contracts in Foreign Countries", available online on AFD's website: <http://www.afd.fr>.

The Applicant shall submit only one application, either in its own name or as a member of a Joint Venture (JV). If an Applicant (including any JV member) submits or participates in more than one application, those applications shall be all rejected. However, the same Subconsultant may participate in several applications.

If the Applicant is a JV, the expression of interest shall include:

- a copy of the JV Agreement entered into by all members,
- or
- a letter of intent to execute a JV Agreement, signed by all members together with a copy of the Agreement proposal,

In the absence of this document, the other members will be considered as Subconsultants.

Experiences and qualifications of Subconsultants are not taken into account in the evaluation of the applications.

Interested Applicants must provide information evidencing that they are qualified and experienced to perform those Services. For that purpose, documented evidence of recent and similar services shall be submitted.

Determination of the similarity of the experiences will be based on:

- The contracts size.
- The nature of the Services: digital change management, implementation of learning management systems or more specifically e-learning platforms, and cybersecurity audits.
- The technical area and expertise in digital change management, cybersecurity and learning management systems.
- The location in the region.

Applications will be evaluated and ranked using the scoring matrix provided in the appendix.

Among the submitted applications, Electricité du Cambodge will shortlist a maximum of 6 consultants, to whom the Request for Proposals to carry out the Services shall be sent.



Expressions of Interest must be submitted in English in one original and three hard copies and one soft copy to the address below no later than *Jan 10th 2024* at 17:00 local time.

Electricité du Cambodge (EDC)
Attention Procurement Department of EDC
#2, St. Preah Yukunthor, Sangkat Wat Phnom, Khan Daun Penh
Phnom Penh 120211
Cambodia
Email: ppoafd2023@gmail.com, herve.meljac@edf.fr

Interested consultants may obtain further information at the address below during office hours (from 08:00 to 17:00, Monday to Friday):

Electricité du Cambodge (EDC)
Attention Procurement Department of EDC
#2, St. Preah Yukunthor, Sangkat Wat Phnom, Khan Daun Penh
Phnom Penh 120211
Cambodia
Email: ppoafd2023@gmail.com, herve.meljac@edf.fr

Yours sincerely,



Dr. Praing Chulasa

RGC Delegate in charge of managing EDC *ch. d. Praing Chulasa*



**Appendix to The Request for Expressions of Interest
(To be submitted with the application, signed and unaltered)**

Statement of Integrity, Eligibility and Environmental and Social Responsibility

Reference of the bid or proposal _____ (the "Contract")

To: _____ (the "Contracting Authority")

1. We recognise and accept that *Agence Française de Développement* ("AFD") only finances projects of the Contracting Authority subject to its own conditions which are set out in the Financing Agreement which benefits directly or indirectly to the Contracting Authority. As a matter of consequence, no legal relationship exists between AFD and our company, our joint venture or our suppliers, contractors, subcontractors, consultants or subconsultants. The Contracting Authority retains exclusive responsibility for the preparation and implementation of the procurement process and performance of the contract. The Contracting Authority means the Purchaser, the Employer, the Client, as the case may be, for the procurement of goods, works, plants, consulting services or non-consulting services.
2. We hereby certify that neither we nor any other member of our joint venture or any of our suppliers, contractors, subcontractors, consultants or subconsultants are in any of the following situations:
 - 2.1 Being bankrupt, wound up or ceasing our activities, having our activities administered by the courts, having entered into receivership, reorganisation or being in any analogous situation arising from any similar procedure;
 - 2.2 Having been:
 - a) convicted, within the past five years by a court decision, which has the force of *res judicata* in the country where the Contract is implemented, of fraud, corruption or of any other offense committed during a procurement process or performance of a contract (in the event of such conviction, you may attach to this Statement of Integrity supporting information showing that this conviction is not relevant in the context of this Contract);
 - b) subject to an administrative sanction within the past five years by the European Union or by the competent authorities of the country where we are constituted, for fraud, corruption or for any other offense committed during a procurement process or performance of a contract (in the event of such sanction, you may attach to this Statement of Integrity supporting information showing that this sanction is not relevant in the context of this Contract);
 - c) convicted, within the past five years by a court decision, which has the force of *res judicata*, of fraud, corruption or of any other offense committed during the procurement process or performance of an AFD-financed contract;
 - 2.3 Being listed for financial sanctions by the United Nations, the European Union and/or France for the purposes of fight-against-terrorist financing or threat to international peace and security;
 - 2.4 Having been subject within the past five years to a contract termination fully settled against us for significant or persistent failure to comply with our contractual obligations during contract performance, unless this termination was challenged and dispute resolution is still pending or has not confirmed a full settlement against us;
 - 2.5 Not having fulfilled our fiscal obligations regarding payments of taxes in accordance with the legal provisions of either the country where we are constituted or the Contracting Authority's country;

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- 2.6 Being subject to an exclusion decision of the World Bank and being listed on the website <http://www.worldbank.org/debarr> (in the event of such exclusion, you may attach to this Statement of Integrity supporting information showing that this exclusion is not relevant in the context of this Contract);
- 2.7 Having created false documents or committed misrepresentation in documentation requested by the Contracting Authority as part of the procurement process of this Contract.
3. We hereby certify that neither we, nor any of the members of our joint venture or any of our suppliers, contractors, subcontractors, consultants or subconsultants are in any of the following situations of conflict of interest:
 - 3.1 Being an affiliate controlled by the Contracting Authority or a shareholder controlling the Contracting Authority, unless the stemming conflict of interest has been brought to the attention of AFD and resolved to its satisfaction;
 - 3.2 Having a business or family relationship with a Contracting Authority's staff involved in the procurement process or the supervision of the resulting Contract, unless the stemming conflict of interest has been brought to the attention of AFD and resolved to its satisfaction;
 - 3.3 Being controlled by or controlling another bidder or consultant, or being under common control with another bidder or consultant, or receiving from or granting subsidies directly or indirectly to another bidder or consultant, having the same legal representative as another bidder or consultant, maintaining direct or indirect contacts with another bidder or consultant which allows us to have or give access to information contained in the respective applications, bids or proposals, influencing them or influencing decisions of the Contracting Authority;
 - 3.4 Being engaged in a consulting services activity, which, by its nature, may be in conflict with the assignments that we would carry out for the Contracting Authority;
 - 3.5 In the case of procurement of goods, works or plants:
 - a) Having prepared or having been associated with a consultant who prepared specifications, drawings, calculations and other documentation to be used in the procurement process of this Contract;
 - b) Having been recruited (or being proposed to be recruited) ourselves or any of our affiliates, to carry out works supervision or inspection for this Contract.
4. If we are a state-owned entity, and to compete in a procurement process, we certify that we have legal and financial autonomy and that we operate under commercial laws and regulations.
5. We undertake to bring to the attention of the Contracting Authority, which will inform AFD, any change in situation with regard to points 2 to 4 here above.
6. In the context of the procurement process and performance of the corresponding contract:
 - 6.1 We have not and we will not engage in any dishonest conduct (act or omission) deliberately intended to deceive others, to intentionally conceal items, to violate or vitiate someone's consent, to make them circumvent legal or regulatory requirements and/or to violate their internal rules in order to obtain illegitimate profit;
 - 6.2 We have not and we will not engage in any dishonest conduct (act or omission) contrary to our legal or regulatory obligations or our internal rules in order to obtain illegitimate profit;
 - 6.3 We have not promised, offered or given and we will not promise, offer or give, directly or indirectly to (i) any Person who holds a legislative, executive, administrative or judicial mandate within the State of the Contracting Authority regardless of whether that Person was nominated or elected, regardless of the permanent or temporary, paid or unpaid nature of the position and regardless of the hierarchical level the Person occupies, (ii) any other Person who performs a public function, including for a State institution or a State-owned company, or who provides a public service, or (iii) any other person defined as a Public



Officer by the national laws of the Contracting Authority's country, an undue advantage of any kind, for himself or for another Person or entity, for such Public Officer to act or refrain from acting in his official capacity;

- 6.4 We have not promised, offered or given and we will not promise, offer or give, directly or indirectly to any Person who occupies an executive position in a private sector entity or works for such an entity, regardless of the nature of his/her capacity, any undue advantage of any kind, for himself or another Person or entity for such Person to perform or refrain from performing any act in breach of its legal, contractual or professional obligations;
 - 6.5 We have not and we will not engage in any practice likely to influence the contract award process to the detriment of the Contracting Authority and, in particular, in any anti-competitive practice having for object or for effect to prevent, restrict or distort competition, namely by limiting access to the market or the free exercise of competition by other undertakings;
 - 6.6 Neither we nor any of the members of our joint venture or any of our suppliers, contractors, subcontractors, consultants or subconsultants shall acquire or supply any equipment nor operate in any sectors under an embargo of the United Nations, the European Union or France;
 - 6.7 We commit ourselves to comply with and ensure that all of our suppliers, contractors, subcontractors, consultants or subconsultants comply with international environmental and labour standards, consistent with laws and regulations applicable in the country of implementation of the Contract, including the fundamental conventions of the International Labour Organisation (ILO) and international environmental treaties. Moreover, we shall implement environmental and social risks mitigation measures when specified in the environmental and social commitment plan (ESCP) provided by the Contracting Authority.
7. We, as well as members of our joint venture and our suppliers, contractors, subcontractors, consultants or subconsultants authorise AFD to inspect accounts, records and other documents relating to the procurement process and performance of the contract and to have them audited by auditors appointed by AFD.

Name: _____ In the capacity of: _____

Duly empowered to sign in the name and on behalf of¹: _____

Signature: _____

Dated: _____

¹ In case of joint venture, insert the name of the joint venture. The person who will sign the application, bid or proposal on behalf of the applicant, bidder or consultant shall attach a power of attorney from the applicant, bidder or consultant.

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Appendix to The Request for Expressions of Interest Application evaluation matrix

I		MANAGEMENT COMPETENCE	Points	Evaluation
a.	Single Firm		20	
I.a.1	Project Management Coordination		20	Note 1
(i)	Familiarity with AFD procedures and requirements		6	
(ii)	Interaction with client / ISO accreditation		6	
(iii)	Projects with multiple topics undertaken where firm as lead partner		8	
b.	Joint Venture		20	
Lead Firm			20	
I.b.1	Project Management Coordination		20	Note 1
(i)	Familiarity with AFD procedures and requirements		6	
(ii)	Interaction with client / ISO accreditation		6	
(iii)	Projects with multiple topics and multiple partners (JV) undertaken where firm as lead partner		8	
JV Partners			0	
Not counted in evaluation			0	
II.		TECHNICAL COMPETENCE, EXPERIENCE	Points	Evaluation
a.	Single Firm		60	
II.a.1	Similar experience in Digital Change		10	Note 2
II.a.2	Similar experience in Cybersecurity		10	Note 2
II.a.3	Similar experience in Training system audits		5	Note 2
II.a.4	Similar experience in e-Learning Platforms implementation		5	Note 2
II.a.5	Firm experience related to the TOR		30	Note 3
b.	Joint Venture		60	
Lead Firm			30	
II.b.1	Similar experience in Digital Change		5	Note 2
II.b.2	Similar experience in Cybersecurity		5	Note 2
II.b.3	Similar experience in Training system audits		3	Note 2
II.b.4	Similar experience in e-Learning Platforms implementation		2	Note 2
II.b.5	Firm experience related to the TOR		15	Note 3
JV Partners			30	
II.b.6	Technical rationale for JV		10	Note 4
II.b.7	JV partner's experience vis à vis the TOR		20	Note 5



III.	GEOGRAPHICAL COMPETENCE	Points	Evaluation
a.	Single Firm	20	
III.a.1	Firm's country experience	10	Note 6
III.a.2	Firm's regional experience	5	Note 7
III.a.3	Permanent presence / local office	5	Note 8
b.	Joint Venture	20	
III.b.1	Lead Firm	10	
III.b.2	Firm's country experience	4	Note 6
III.b.3	Firm's regional experience	4	Note 7
III.b.4	Permanent presence / local office	2	Note 8
	JV Partners	10	
III.b.5	JV partner's country experience	4	Note 9
III.b.6	JV partner's regional experience	4	Note 10
III.b.7	Permanent presence / local office	2	Note 11

Evaluation Notes

Note №	I. MANAGEMENT COMPETENCE	% Score
	CRITERIA	
1	<p>Project Management Coordination</p> <p>Evaluation of the firm's explanation of how it will arrange to assure the good performance of its staff in carrying out the assignment (including team management, contract management, client liaison, regular reporting and logistics), and proper coordination with JV members if applicable:</p> <p style="margin-left: 40px;">All the above-mentioned aspects are very well covered</p> <p style="margin-left: 40px;">All the above-mentioned aspects are well covered</p> <p style="margin-left: 40px;">Most of the above-mentioned aspects are well covered</p> <p style="margin-left: 40px;">Some of the above-mentioned aspects are covered</p> <p style="margin-left: 40px;">Some of the above-mentioned aspects are covered superficially</p>	<p style="text-align: right;">100%</p> <p style="text-align: right;">90%</p> <p style="text-align: right;">80%</p> <p style="text-align: right;">70%</p> <p style="text-align: right;">50%</p>

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Note №	II TECHNICAL COMPETENCE	% Score
	CRITERIA	
2	Similar experience in designated domain	
	Number of similar projects in the designated topic undertaken where firm as lead partner.	
	Firm has worked in 5 or more similar projects	100%
	Firm has worked in 4 or more similar projects	90%
	Firm has worked in 3 or more similar projects	80%
	Firm has worked in 2 or more similar projects	70%
	Firm has worked in 1 or more similar projects	50%
3	Firms experience related to the assignment's TOR	
	Evaluate the firm's experience related to the assignment's ToR as follows:	
	Firm has more than 15 years experience	100%
	Firm has more than 10 to 15 years experience	90%
	Firm has more than 5 to 10 years experience	80%
	Firm has more than 3 to 5 years experience	70%
	Firm has 1 to 3 years experience	50%
4	In the case of JV, technical rationale for the JV	
	Evaluate according to: (i) country experience, (ii) closeness of association in the past, (iii) good local networking, and (iv) provide specialist technical expertise not possessed by lead firm. :	
	All the above-mentioned are very well covered	100%
	All the above-mentioned aspects well explained	90%
	Most of the above-mentioned aspects explained	80%
	Some of the above-mentioned aspects explained	70%
	Some of the above-mentioned aspects superficially explained	50%
5	In case of JV, partner's experience related to the TOR	
	Similar projects undertaken by JV Partner. In case of multiple JV Partners, the average of the evaluation for each will apply.	
	JV Partner worked on 5 or more similar projects	100%
	JV Partner worked on 4 or more similar projects	90%
	JV Partner worked on 3 or more similar projects	80%
	JV Partner worked on 2 or more similar projects	70%
	JV Partner worked on 1 or more similar projects	50%

5/2/2



Note №	III. GEOGRAPHICAL COMPETENCE	% Score
	CRITERIA	
6	<p>Firm's country experience</p> <p>Evaluate the number of projects implemented by the firm in Cambodia as follows:</p> <ul style="list-style-type: none"> 5 or more projects implemented by the firm in Cambodia 4 projects implemented by the firm in Cambodia 3 projects implemented by the firm in Cambodia 2 projects implemented by the firm in Cambodia 1 project implemented by the firm in Cambodia 	<p>100%</p> <p>90%</p> <p>80%</p> <p>70%</p> <p>50%</p>
7	<p>Firm's regional experience</p> <p>Evaluate the firm's regional experience in ASEAN plus six countries, East-Timor, China, Bangladesh, Sri Lanka, India and Nepal) as follows:</p> <ul style="list-style-type: none"> Firm has regional experience in 5 or more projects Firm has regional experience in 4 projects Firm has regional experience in 3 projects Firm has regional experience in 2 projects Firm has regional experience in 1 project 	<p>100%</p> <p>90%</p> <p>80%</p> <p>70%</p> <p>50%</p>
8	<p>Permanent presence / local office</p> <p>Evaluate the firm's permanent local or regional presence as follows:</p> <ul style="list-style-type: none"> Firm has permanent office in Cambodia Firm has project office or local office in Cambodia Firm lists the house of an agent or project person in Cambodia Firm has permanent office in the Greater Mekong Subregion 	<p>100%</p> <p>90%</p> <p>80%</p> <p>70%</p>
9	<p>JV partner's country experience</p> <p>Evaluate the JV partner country experience as follows:</p> <ul style="list-style-type: none"> JV Partner has worked in 5 or more projects in Cambodia JV Partner has worked in 4 projects in Cambodia JV Partner has worked in 3 projects in Cambodia JV Partner has worked in 2 projects in Cambodia JV Partner has worked in 1 project in Cambodia 	<p>100%</p> <p>90%</p> <p>80%</p> <p>70%</p> <p>50%</p>
10	<p>JV partner's regional experience</p> <p>Evaluate JV partner's experience in ASEAN plus six countries, East-Timor, China, Bangladesh, Sri Lanka, India and Nepal as follows:</p> <ul style="list-style-type: none"> JV Partner has regional experience in 5 or more projects JV Partner has regional experience in 4 projects JV Partner has regional experience in 3 projects JV Partner has regional experience in 2 projects JV Partner has regional experience in 1 project 	<p>100%</p> <p>90%</p> <p>80%</p> <p>70%</p> <p>50%</p>
11	<p>Permanent presence / local office - JV Partners</p> <p>Permanent presence / local office of JV Partners</p> <ul style="list-style-type: none"> JV Partners has permanent office or local office in Cambodia JV Partners has permanent office or local office in the Greater Mekong Subregion 	<p>100%</p> <p>70%</p>

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