

Title of the position: Public Private Partnerships (PPP) Specialist
Program: PPP Advisory
Recruiting Manager: Gibson Mapfidza, Chief Business Officer (Investment and Advisory)
Appointment Type: ShortTerm Consultant (Individual)
Location: Member States

A. PROJECT BACKGROUND AND OBJECTIVES

Shelter Afrique Development Bank (ShafDB) is the only pan-African finance institution that exclusively supports affordable housing delivery and urban development in Africa.

A partnership of 44 African Governments, the African Development Bank (AfDB), and the Africa Reinsurance Corporation (Africa-Re), ShafDB build strategic partnerships and offers a host of products and related services to support the efficient delivery of affordable housing and commercial real estate. As the Company for Housing and Habitat in Africa, our work has a direct and positive impact on the lives of many by meeting the needs of the continent's rapidly growing urban population.

The increase in the urban population has outpaced economic development in most regions of the African continent, resulting in spiked demand for decent and adequate housing that is also affordable to the population. While several initiatives have been taken up by several countries, the situation largely remains uncertain. In addition to that, housing development as we know is quite dynamic and witnesses' rapid changes that influence the entire value chain of the sector. Notable challenges facing housing in Africa includes lack of financing, issues relating to building technology, land governance and tenure amongst others.

ShafDB delivers its value proposition in affordable housing delivery and urban development through four (4) business lines; Financial Institutions Group (FIG), Project Finance Group (PFG), Sovereign & PPP and Fund Management Group (FMG).

ShafDB is committed to addressing the significant shortage of affordable housing for low- and middle-income households. To achieve this, the bank seeks to leverage PPPs to mobilize private sector investment, expertise, and efficiency. The objective of this consultancy is to provide technical support and strategic advice in designing, structuring, and implementing PPPs for affordable housing projects.

The Role:

The Consultant will be responsible for providing comprehensive Private Public Partnership(PPP) advisory services to who?? that facilitate the successful development, financing, and implementation of projects aimed at increasing the supply of affordable housing in ShafDB member countries. The Consultant will assist in structuring Private Public Partnership frameworks, identifying opportunities, conducting feasibility studies, and guiding relevant Government entities in managing the the process.

B. SCOPE OF WORK

1. PPP Structuring and Framework Development:

- Propose optimal PPP structures that align with the financial, legal, and operational capacities of both the public and private sectors.
- Develop model contracts and bidding documents for PPP affordable housing projects.
- Establish guidelines for risk-sharing mechanisms between the public and private sectors, including potential government incentives (e.g., land grants, tax breaks, subsidies).
- Recommend legal, policy, operational, investment and capital market frameworks that will support PPP implementation, including regulatory approvals and compliance mechanisms.

2. Financial Modeling, Investment Planning and Fund Raising:

- Develop financial models to analyze the cost structure, revenue generation, and investment returns for potential affordable housing PPP projects.
- Propose innovative financing mechanisms, such as blended finance (combining public funds, private investments, and development finance).
- Advice on the structuring of financing packages, including identifying potential sources of funding (development finance institutions, commercial banks, etc.).
- Provide recommendations on affordability strategies (e.g., long-term mortgages, rent-to-own schemes) for low- and middle-income households.

3. Capacity Building and Stakeholder Engagement:

- Design and deliver capacity building programs for ShafDB team including business development, advisory, investor relations, external affairs and other related other staff to build technical skills and client management capabilities for PPP projects.
- Design and deliver capacity building to public, private sector officials and other relevant stakeholders on Affordable Housing structuring, operations and management .
- Engage with relevant stakeholders (Government entities, private sector investors, developers, financial institutions) to ensure alignment with PPP objectives and strategies.
- Facilitate public consultations to gather input from communities and other key stakeholders on the proposed affordable housing PPP projects.

4. Procurement Support and Facilitation:

- Support member states in designing transparent and competitive procurement processes for selecting private sector partners.
- Assist in evaluating bids, negotiating contracts, and finalizing agreements with private developers and financiers.
- Provide strategic advice during contract negotiations to ensure fair risk-sharing and value for money.

5. Monitoring and Evaluation Framework:

- Develop a comprehensive monitoring and evaluation (M&E) framework
- Propose key performance indicators (KPIs) to measure the success of projects, focusing on timelines, cost efficiency, housing quality, and development impact

C. REPORTING & TIMEFRAME

The assignment will commence in November 2024 and will last for a maximum of one year with the possibility of renewal. The assignment will cover several projects and several countries across Africa. The consultant will report to the Chief Business Officer (Investment and Advisory).

D. DELIVERABLES

1. Inception report outlining the methodology, work plan, and timeline for the assignment.
2. PPP feasibility report detailing the housing market assessment, risk analysis, and viability of PPPs in affordable housing.
3. Draft PPP Framework including proposed PPP structures, model contracts, and risk-sharing mechanisms.
4. Financial Models and investment planning reports that analyze project costs, financing options, and affordability strategies.
5. Procurement plan detailing the process for engaging private sector partners and bid evaluation criteria.
6. Funding mobilization strategies and mechanisms identified for financing PPP programs.
7. Stakeholder Engagement Report summarizing the consultations and training workshops conducted.
8. Monitoring and Evaluation Framework with KPIs for tracking project success and sustainability.

E. QUALIFICATIONS & EXPERIENCE

1. A minimum of Ten(10) years of experience in structuring and advising on Private Public Partnership projects, particularly in the affordable housing or related infrastructure sectors within African and or/developing countries.
2. Proven experience in facilitating multi-stakeholder engagement, capacity building, and public consultations.
3. Strong client relationship management skills, including the ability to develop and maintain mutually beneficial stakeholder relationships with senior management.
4. Advanced degree in finance, economics, real estate development, law, or a related field.
5. Organizational and communications skills, including the ability to represent Shelter Afrique credibly at senior executive levels.
6. Advanced user level proficiency in PowerPoint, Excel, Word is a must; report writing capabilities and ability to comprehend and analyze large amounts of data/information and translate into ideas and actionable plans is required.
7. Proficiency in English with working knowledge of French will be an advantage.
8. Advanced user level proficiency in PowerPoint, Excel, Word is a must; report writing capabilities and ability to comprehend and analyze large amounts of data/information and translate into ideas and actionable plans is required
9. Willingness and ability to travel frequently and at short notice.

F. CONFIDENTIALITY

All data and information received from Shelter Afrique for the purposes of this assignment are to be treated confidentially and are only to be used in connection with the execution of these Terms of Reference.

All intellectual property rights arising from the execution of these Terms of Reference are assigned to Shelter Afrique. The contents of written materials obtained and used in this assignment may not be disclosed to any third parties without the expressed advance written authorization of Shelter Afrique.

G. EVALUATION CRITERIA

Submissions will be evaluated on the following criteria:

Technical Proposal

The bid will have to score a minimum total of 50 points on the Technical Proposal (TP) to be eligible for further evaluation on the Financial Proposal.

S/N	Criteria	Maximum Score
1.	Track record	10
2.	Understanding of scope of work and the deliverables	20
3.	Methodology	20
4.	Clientele for similar assignments	10
5.	Profile on assignment	10
TOTAL SCORE		70

Financial Proposal

The contract will be awarded to the Consultant whose offer represents the best value taking into account the professional and technical capacity, the quality of the offer and fees. Final selection will be based on 70% technical and 30% financial.

Shelter Afrique reserves the right to negotiate with selected consultant the proposed remuneration.

The minimum technical score (St) required for shortlisting is 50 pts.

The formula for determining the financial scores (sf) is the following:

$Sf = 100 \times Fm / F$, in which Sf is the financial score, Fm is the lowest price and F the price of the proposal under consideration. Final Score = $0.3 Sf + 0.7 St$

H. DATES FOR RECEIPT OF APPLICATIONS/BIDS FOR CONSULTANCY

Submissions should be made not later than – **31st December 2024**

Detailed resume, completed proposals indicating the fees, respectively clearly marked and enclosed in separate emails, should be addressed to:



SHELTER AFRIQUE

Shelter Afrique Centre – 5th Floor, Longonot Road,
Upper Hill, Nairobi

P.O. Box 41479-00100, GPO Nairobi, Kenya

E-mail; procurement@shelterafrique.org