

REQUEST FOR EXPRESSIONS OF INTEREST (REOI)

MYANMAR TELECOMMUNICATIONS SECTOR REFORM PROJECT

Credit No.: 5353-MM

Assignment Title: *Technical advisory and management support for corporatization of MPT*

Reference No. (as per Procurement Plan): C 1.4.1

The Government of the Union of Myanmar has received financing from the World Bank toward the cost of the Telecommunications Sector Reform Project, and intends to apply part of the proceeds for consulting services.

The consulting services (“the Services”) include providing support to the Ministry of Communications and Information Technology (MCIT) and Myanma Posts and Telecommunications (MPT) to provide strategic and practical implementation support to MPT during its corporatization process and transformation into a, autonomous, commercial telecommunications operator, with a view to MPT’s eventual privatization.

The MCIT intends to retain the services of a consortium of advisors, including Strategic, Auditing and Accounting, Legal, and Human Resources, to assist in this corporatization process.

The services specifically include:

- a. Supporting MPT to define its business objectives and to support with strategic planning to achieve operational goals;
- b. Developing the opening balance sheet for the newly corporatized entity based on internationally acceptable standards; and
- c. Providing strategic support for human resources management.

Total duration of the assignment is estimated to be about 18 months, starting end August 2015. The working offices will be at MPT in Yangon and Nay Pyi Taw and will require travel to other parts of Myanmar as well.

The MCIT now invites eligible international 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. The shortlisting criteria are:

- The Consultant is expected to be a firm or joint venture of firms and will be selected based on its experience and capacity in carrying out this type of work.
- The consultants will have demonstrable expertise in public entities corporatization, deep knowledge of operations in the telecommunications sector (including the technical matters referred to in these Terms of Reference), and strategic advisory services and will be selected based on its experience and capacity in carrying out this type of work; particularly in the telecommunications sector. The consultants’ knowledge of, and direct experience in the telecommunications sector, particularly in developing countries, will be particularly important.

- The consultants should have expertise in providing strategic, financial, technical, legal, auditing and human resources advisory services and will be selected based on its experience and capacity in carrying out this type of work. The firm's knowledge of, and direct experience in the telecommunications sector, particularly in developing countries, will be particularly important.

The firm should consist of team leaders for Strategic Advisory, Technical, Financial Auditor and Accounting, Legal and Human Resources teams. The team leaders for each track should all have at least 10 years of work experience in each of their areas of competence; at least 5 years of work experience in developing countries and a graduate degree. The Strategic Advisor, Legal Advisor and Technical Advisor's teams should consist of personnel with skills and experience in telecommunications sector policy, operations, project management, strategic and business planning including corporate governance, transactions, valuations, and regulatory matters relevant to the situation in Myanmar. The Financial Auditor and Accounting and Human Resource Advisors are expected to have knowledge and direct experience in supporting companies transform from a public department into a commercially oriented company. Preferably, the Consultant will be familiar with international best practices and with the country, government, sectoral, and institutional framework. Relevant experience in the South East Asia region and particularly in Myanmar would be a plus. While key team members may be based out of Myanmar, it will be important for the consultants to have presence in Myanmar, with staff who have worked in the telecommunications sector.

- Only the qualifications and experience of the firm (not the proposed key staff for the assignment) will be evaluated at the short-list stage.

The attention of interested Consultants is drawn to paragraph 1.9 of the World Bank's [*Guidelines: Selection and Employment of Consultants under IBRD Loans and IDA Credits & Grants by World Bank Borrowers*](#) dated January 2011 ("Consultant Guidelines"), setting forth the World Bank's policy on conflict of interest.

A Consultant will be selected in accordance with the "Quality and Cost Based Selection (QCBS)" method set out in the Consultant Guidelines.

Further information can be obtained at the address below during office hours *0930 to 1630 hours*.

Expressions of interest and resumes must be delivered in a written form to the address below (in person, or by mail, or by fax, or by e-mail) by 2nd July 2015. **The Expression of Interest should not exceed 30 pages.**

Ministry of Communications and Information Technology
Myanma Posts and Telecommunications

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Attn: Ms. San San Lwin, Building Number 2, Ministry of Communications and Information Technology, Nay Pyi Taw, Myanmar

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