

**REQUEST FOR EXPRESSIONS OF INTEREST
(CONSULTING SERVICES – FIRMS SELECTION)**

LAO PEOPLE’S DEMOCRATIC REPUBLIC
Power Distribution Improvement Project (PDIP)
Loan No.: IDA 7297-LA

Assignment Title: CONSULTANCY FIRM FOR CORPORATE FINANCIAL MANAGEMENT AND ACCOUNTING SYSTEMS

Reference No. (as per Procurement Plan): C2-QCBS-01

The Electricité du Laos (EDL) has received financing support from World Bank of approximately USD 51 million to implement Power Distribution Improvement Project (PDIP) (September 29, 2023 - August 30, 2028), which is the state-owned power utility responsible for electricity generation, transmission, and distribution in Lao PDR. EDL is planning to modernize its Financial Information and Communication Technology (FICT) systems while reducing the cost of operations by digitizing its business processes. In order to achieve the aforesaid, the EDL implemented an Enterprise Resource Planning (ERP) system using SAP S4 HANA. This is envisaged to enable the EDL to connect its business activities across departments so that everyone is working with the same information (single source of truth) in order to aid the decision-making processes. Using this integrated system, the Authority intends to streamline business processes and improve the efficiency of operations by saving time and money through standardizing and automating many business processes while eliminating manual time and effort, and intends to apply part of the proceeds for consulting services.

The consulting services (“the Services”) is to help with the entire project lifecycle, from needs assessment and design to development supervision and system rollout. Interested consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the services. The consulting firms should have experience in SAP ERP. For this purpose, the consultants are required to demonstrate the availability of qualified international and national staff to carry out the assignment in Lao PDR. In the case of a joint venture, all the partners in the joint venture shall be jointly and severally liable for the entire contract whereas each partner within the JV shall meet the qualification and experience requirement for the assigned role, if selected. Consultants may associate with other firms to enhance their qualifications, but should indicate clearly whether the association is in the form of a joint venture and/or a sub-consultancy. And estimated level of effort (professional at least 6 staffs month), implement period of fifteen 15 months for preparing the bid document must be completed, expected start date of assignment on January 2025, etc., ensuring full consistency with the TOR attached or referred to in this EOI.

The detailed Terms of Reference (TOR) for the assignment are following:



The Electricite' du Lao (EDL) 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. The expression of interest shall be assessed based on the following criteria:

A	Firms Experience & Consultant Details	45
A	Firms Experience and skills.	45
1	Implemented projects on SAP ERP in Projects at least 5 years	5
2	All staff certified in SAP ERP modules Formula: (Certifications held by staff in firm/ Highest No. of certifications held by any firm) * 15	15
3	Relevant Implemented projects for Customers comparable to this project Formula: (No of Projects Executed by Firm / Highest No of Projects specified by any participating Firm) * 5	5
4	Experience in Projects Covering SAP Modules / Financial Accounting & Business Functions and data flows. Formula: (No of Modules covered under Projects Executed by Firm / Highest No of Modules covered under Projects Executed by any participating Firm) * 5	5
5	Proven experience as an SAP ERP implementation consultant with a minimum of 10 years of experience particularly in the energy/utility sector or <i>similar services in developing countries, under WB financed projects.</i>	5
6	Certified SAP professional with expertise in relevant SAP ERP modules (e.g., finance and accounting, procurement, warehouse and inventory management, order management, human resource management, customer relationship management, system workflow management.	5
7	Proven record on successful completion of at least three (3) assignments related to the assignment over the last 10 years.	5
B	Adequacy of the proposed methodology and work plan in responding to the Terms of Reference	55
1	Understanding of the roadmap & solution proposed	13
2	Project Implementation Methodology & Appropriateness	7
3	Testing & Training strategy	7
4	Project Management & Governance	3
5	Change Management	4
6	Project Plan proposed as per TOR	7
7	Coverage of Strategies for Data Migration, Cut over and commissioning plan	7
8	Technical presentation by Firm	7

Remark: Key Experts will not be evaluated at the shortlisting stage. Expressions of Interest (EOIs) shall be submitted in English. Only shortlisted consultants will be invited to submit a full technical and financial proposal. The experience of the sub-consultants and incomplete assignments shall not be considered.

The firms with most robust qualifications and experience shall be shortlisted in accordance with para 7.17 of the World Bank Procurement regulations.

The attention of interested Consultants is drawn to Section III, paragraphs, 3.14, 3.16, and 3.17 of the World Bank's "Procurement Regulations for IPF Borrowers" July 2016 ("Procurement Regulations"), setting forth the World Bank's policy on conflict of interest. In addition, please refer to the following specific information on conflict of interest related to this assignment: Consultants shall not be hired for any assignment that would be in conflict with their prior or current obligations to other clients, or that may place them in a position of being unable to carry out the assignment in the best interests of the Borrower.

A Consultant will be selected in accordance with the of Quality and Cost-based Selection (QCBS) in accordance with the World Bank, Procurement Regulations for IPF Borrowers, Fourth Edition November 2020 which can be found at the following:

Website: <https://www.worldbank.org/procurement.method> set out in the Procurement Regulations.

Further information can be obtained at the address below during office hours from 8.00 to 17.00, Monday to Friday. Expression of interest must be delivered to the address below by 17.00 (Local time of Vientiane Capital, Lao PDR, GMT+7).

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 23/8/2024 as the deadline for the submission (electronic submission is acceptable).

EDL head office.

Lao-Thai friendship Road, P.O.BOX 309, Thongkang V, Sisattanak District, Vientiane Capital, Lao P.D.R

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Electricite' du Lao (EDL)

Managing Director



A handwritten signature in blue ink, appearing to read 'Vilaphom VISOUNNARATH', is written over the logo and extends to the right.

Vilaphom VISOUNNARATH
Deputy Managing Director

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