



Expression of Interest

Expression of Interest (EOI):

The Government of Montserrat (GoM) through the Ministry of Finance and Economic Management is seeking a high speed ferry operator to provide a service connecting Montserrat with Antigua and the region.

Introduction:

This announcement constitutes an EOI notice soliciting expressions of interest in supplying high speed ferry services for the Government of Montserrat (GoM).

This is not a Request for Proposals (RFP) or solicitation for formal proposals. The information developed through this EOI will be used to evaluate the market interest in developing this ferry service for Montserrat. This EOI does not constitute a commitment, implied or otherwise, that GoM will take action in this matter. GoM will not be responsible for any costs incurred in furnishing responsive information.

GoM is interested in understanding the current availabilities, flexibilities, and preferences of market participants interested in providing a ferry service(s).

General Background:

Montserrat is a UK Overseas Territory (OT) located in the Caribbean. From the 1960s to the 1990s, it underwent economic modernisation, led by the tourism sector, and was regarded as one of the most successful islands in the region. Unfortunately, a series of volcanic eruptions in the mid-1990s resulted in nearly two-thirds of Montserrat becoming uninhabitable, with a similar proportion of its population displaced, mainly to the UK. Due to the subsequent loss of critical infrastructure and most of its economic base, Montserrat became largely dependent on UK for financial aid. To date the economic base remains under developed and Montserrat continues to face fiscal challenges.

Montserrat is a full member of both the Organisation of Eastern Caribbean States (OECS) and the Caribbean Community (CARICOM). Monetary policy is set by the Eastern Caribbean Central Bank (ECCB), and Montserrat uses the Eastern Caribbean dollar as its currency.

Currently, UK aid provides both recurrent budgetary support and capital funding, amounting to approximately 70% of revenue.



Expression of Interest (EOI) – High Speed Ferry Service for the GoM

The Premier leads the government, where the majority of Cabinet is made up of elected ministers. The Governor Chairs Cabinet, which also includes the Financial Secretary and the Attorney General as appointed officials.

Objectives of the Service

The Government of Montserrat (GOM) is in the process of completing a series of studies identifying the strategic importance and economic viability of investing in a longer term ferry option to operate between Montserrat and Antigua, and to service other regional destinations. It is already known that the redevelopment of Montserrat's tourism sector together with cargo and ro-ro facilities for business growth and development should be part of this consideration towards an integrated solution for improved sea and air access.

Over view of Requirements

In essence the GOM are seeking a solution for a 12-month period commencing from the 1st October 2017 and considers an open and transparent approach such as an Expression of Interest (EOI) as an effective way to gauge interest from the private sector and to form the basis of an invitation to tender.

The purpose of this EOI is to solicit solutions from passenger ferry operators who wish to establish a high speed, frequent and reliable year round passenger ferry service between Montserrat and Antigua, and to service other regional destinations.

At this point in time, the GoM are looking for operators to register their interest in the provision of this service and to provide sufficient background information to enable a preferred proponent(s) to be identified following an open tender process.

The GoM are interested in securing an operator of a high speed "Passenger Ferry" service between Montserrat and Antigua, and to service other regional destinations to drive up and increase ferry usage and tourism opportunities.

Hence the GoM views the operation of a high speed Passenger Ferry service as a catalyst that will support residents needs together with diversifying and growing the local economy, the operation of a passenger ferry as a top strategic priority.

Contractual Obligations

The GoM at their sole discretion may, or, may not proceed further based on the responses received. No party will have any formal contractual obligations to the other and either party can withdraw from the process at any time for any reason whatsoever. Contract obligations do not apply and the expression of interest process is not binding on either side.

Qualifications Review Committee

Review of responses will be by a Committee formed by the GoM at their sole discretion.



Respondent Expenses

Respondents are solely responsible for their own expenses in preparing a response and for subsequent responses to tender, if any. The GoM will not be liable to any respondent for any claims, whether for costs or damages incurred by the respondent in preparing the response, loss of anticipated profit in connection with any final contract, or any other matter whatsoever.

Modification of Terms

The GoM reserve the right to modify the terms of this EOI at any time at its sole discretion. This includes the right to cancel this EOI at any time for any reason whatsoever without entering into a contract.

Ownership of Responses

All documents, including responses, submitted to the GoM become the property of the GoM. They will be received and held in confidence by the GoM, subject to the provisions of the Freedom of Information and Protection of Privacy Act. Confidentiality of Information pertaining to the GoM obtained by the respondent as a result of participation in this EOI is confidential and must not be disclosed without written authorisation from the GoM

Interested firms/parties may associate with other firms in forming a joint venture. Interested parties may obtain/download copies of this expression of interest and any invitations to tender from the GoM Website address - www.gov.ms.

Content of Submissions

The following list outlines suggested information to enclose within your response to this EOI. An electronic copy should be provided to GoM at the email addresses given below.

After reviewing responses GoM may request additional information, or may schedule individual meetings with any respondent to gain additional information about the expression of interest.



Submissions should include more than general marketing content; in particular:

1. Covering Letter:

The Covering letter should include the following as a minimum:

- **Organisation profile** - to introduce your organisation.
- **Contact information** for all future communication - Include contact person's name, title, organisation, address, telephone number and e-mail address.
- **Respondent's affirmation of interest** in entering into an expression of interest to provide a high speed ferry service.

2. Project Scope

The GoM are interested in receiving Expressions of Interests (EOI) from firms who have a proven track record of operating a high speed passenger ferry service.

Through the EOI process, the GoM will use the information provided to identify operators who will be invited to submit formal tenders.

If possible, please limit the body of your response to a maximum 20 pages, not including any cover pages or appendices.

Current ferry service contractual commitments have been agreed until the 30th September 2017, hence the incoming ferry service provider would need to begin operations on the 1st October 2017. It would be expected that a period of time prior to the 1st October 2017 would be allocated to discussing and fully understanding the existing service with the incumbent ferry service provider and ensuring a seamless handover and continuity of service.

For clarification and the avoidance of doubt the GoM are interested in identifying an operator who can provide a high speed, reliable, year round, passenger ferry service between Montserrat and Antigua, and to service other regional destinations. For consideration in your submission the current contract utilises the Jaden Sun¹ which is a one hundred and five (105) foot long, jet propelled, twin hulled High Speed Craft with a maximum speed of 34 knots and a capacity of 218 passengers.

3. Respondent's Submission:

Submissions should contain the following information:

- Company background information;
- Management team synopsis;
- Evidence of sufficient financial backing;
- Proponents vision for the service;
- Description of the intended level of service. Including projected frequency of service, type of vessels, etc.; Please note it will be necessary for the ferry service operator to understand the current routes and sailing schedule and to include this as an informed position in the service proposed

¹ <http://fastcatferries.org/production/jadensun.html>



Expression of Interest (EOI) – High Speed Ferry Service for the GoM

- Description of proposed operations from either Montserrat or Antigua (or other port);
- Description of proposed operations from Montserrat and Antigua terminals;
- A list of projects/assignments completed under which services similar to those outlined.
- Commitment to local economy (location of headquarters, staffing, maintenance, etc.)
- Summary of key commitments.
- Service Plan - How would you undertake this service based on your specialist knowledge of the industry and customer needs?
- Provide your approach and methodology including any specific considerations, options or alternatives.
- Indicative/Rough Cost Estimate Budget to deliver this service?

4. Interviews and Additional Information

The GoM may request that operators participate in a telephone or in-person interview to discuss the information submitted and to ask any additional questions.

A supplementary document is provided in addition to this request for an EOI. If you have any doubts or require further clarification, please do not hesitate to email or phone either of the points of contact.

It is not anticipated that an industry day will be required until the ITT process however if there is sufficient interest and is requested this may be made available.

Questions and Points of Contact:

Carl Gomersall

Head of the Programme Management Office
Ministry of Finance and Economic Management
Government Headquarters

Brades

Montserrat

Tel: 1-664-491- 2777/2356/7045

Email: gomersallc@gov.ms

Mr. Taraq Bashir

Head of Procurement
Ministry of Finance and Economic Management
Government Headquarters

Brades

Montserrat

Tel: 1-664-491- 2777/2356

Email: bashirt@gov.ms



Expression of Interest (EOI) – High Speed Ferry Service for the GoM

Submission Date and Address:

Electronic responses to this notice are requested to be emailed to the above contacts no later than June 9th 2017.

Confidentiality

GoM recognises that certain information contained in this EOI response submitted may be considered confidential and, as permitted by applicable law, will treat as confidential any information clearly labelled as such. If GoM is formally requested and required by any regulatory or judicial authority, or is otherwise required by law, to disclose information with regard to a EOI Response, GoM will disclose such information in accordance with applicable laws and regulations.

Please note that this document and the supplementary document are subject to the principles of the Freedom of Information and Protection of Privacy.