

Consulting Services for Assistance in Selection of Operator under Cai Mep – Thi Vai International Port Construction Project

*Ides Inc. participated in this Project as an associate member of the main contractor.

Project Outline

Client : Maritime Project Management Unit No. 3 / Vietnam Maritime Administration / Ministry of Transport of Vietnam

Period : May 2011-September 2013

Objective : This is the consulting service for assisting the Client to select the terminal operators in order for inviting private terminal operators including state-own companies to participate the operation of modern container terminal and general cargo terminal respectively by the concession scheme (first time in Vietnam) of which infrastructure and main equipment are provided by the Government through Japanese ODA. The Concession Plan which is corresponding to the detailed design is prepared, and tender documents and concession agreements are prepared based on the Concession Plan. Assistance to the Client is provided to evaluate submitted proposals and conduct contract negotiation, and the final Concession Agreement is prepared. Finally, the Government's infrastructure and equipment are handed-over from the Government to the Concessionaire with the assistance of the Consultant.

Main Activities

Assigned fields : Team Leader, Deputy Team Leader, Concession Plan, Concession Tender, Concession Contract, Port Planning, Demand forecast, Financial analysis, Environmental consideration

Summary of activities :

- Demand forecast of cargoes and vessels
- Financial estimation of the Government and Concessionaires
- Setting Concession Conditions
- Setting Concession Fees (Leasing price of infrastructure/equipment provided by the Government and Royalty for getting business rights)
- Preparation of Tender documents and assistance for tender process
- Evaluation of Environmental Plan
- Preparation of draft Concession Agreements and preparation of final Concession Agreements agreed by both parties during the contract negotiation
- Assistance of handover of the infrastructure and equipment provided by the Government from the Government to the Concessionaire