



Ministry of Finance, Government of Samoa

## **REQUEST FOR EXPRESSIONS OF INTEREST CONSULTANT SERVICES**

Independent State of Samoa  
Telecommunications and Postal Sector Reform Project  
Telecommunications Sector  
Credit No.: 3724-WSO  
Project ID No. PO 75739

The Independent State of Samoa has received financing from the World Bank toward the cost of the Telecommunications and Postal Sector Reform Project, and intends to apply part of the proceeds for consultant services. The services include a Transaction Advisor to advise and assist the Government of Samoa with privatization of SamoaTel Limited, a fully Government owned telecommunication company. Consulting services required are estimated to be 18 staff-months over a period of 50 weeks after signing of contract.

The Ministry of Finance of the Government of Samoa now invites eligible consultants to indicate their interest in providing the services. The Transaction Advisor is expected to be a Consortium with expertise in providing the services contemplated in these terms of reference (financial, legal, technical, management consulting and accounting advisory services) and will be selected based on its experience and capacity in carrying out this type of work.. The Advisor's financial team should consist of personnel with skills and experience in facilitating telecommunications transactions and privatization transaction. It is expected that the legal team of the Advisor will be comprised of both an international firm and a local law firm of one or more local lawyers (qualified to practice law in Samoa). The Advisor's legal team should consist of personnel who are familiar with international best practice, proven international legal transactional experience in providing advice, organizing competitive tenders and drafting legal documents for similar transactions in the telecommunications sector, with experience in developing countries, particularly in Oceania, Pacific Islands.

The privatization process will be managed throughout by a Privatisation Steering Committee, in close consultation with the Ministry of Telecommunications and Information Technology (MCIT), Ministry of Finance (MOF) and from SamoaTel itself. A process of continuous consultation is thus required, to which the Advisor will be expected to contribute. The Advisor's work program should be flexible so as to accommodate the emergence of new issues or a new timetable. The volume of inputs required will clearly vary from time to time, and from time to time it may be that no

advisory presence will be required. However, the GoS would seek swift access to the Advisor and resolution of issues as they arise.

The Advisor is expected to provide the following services in connection with the transaction in two phases. The first phase will be familiarization and preparation of the Company for sale and assessing market interest and developing a strategy of transactions options (including timing). Phase two is expected to consist of preparing bidding and transaction documents, conducting due diligence, handling relations with potential bidders, assistance with transaction process, including selection and evaluation criteria and assistance with concluding the transaction.

A consultant will be selected in accordance with the procedures set out in the World Bank's [\*Guidelines: Selection and Employment of Consultants by World Bank Borrowers\*](#), January 1997, revised in September 1997, January 1999 and May 2002.

Interested consultants may obtain further information at the address below during office hours Office hours: 9am-5:00pm week days (Samoan time)

The Chief Executive Officer  
ATTENTION: Ms. Justina Sau  
Assistant CEO, SOEMD  
Samoa Ministry of Finance  
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Apia, Samoa  
Phone: (685)-34348  
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Expressions of interest must be delivered to the address below by 2pm, Thursday, 25 September, 2008 (Samoan time.)

Ministry of Finance, Government of Samoa  
Attn: Ms. Hinauri Petana  
Chief Executive Officer  
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