

MINISTRY OF TRANSPORT AND CIVIL AVIATION

REQUEST FOR EXPRESSIONS OF INTEREST TO PROVIDE

Debt Collection Consultancy Services

REF: FGS/MOF/CS/QCBS/2023/002

Background

The Federal Government of Somalia (the **Client**) is owed an estimated amount of USD 30M by way of outstanding overflight fees (“the **Debts**”) due from a range of national and international debtors, both airlines and charterers of aircraft, and requires the services of an experienced debt collection service provider with proven experience of pursuing debts on an international basis.

The Debts consist of fees due from a wide range of airlines; however, a majority of the debt is related to smaller regional airlines. More than 60% of the Debts appear to be tied to airlines based in Kenya alone.

Opportunity

The Client intends to award a contract for debt collection services on a no-win no-fee basis in return for a fixed commission on amounts actually received. The Client intends to invite up to 6 candidates to submit proposals for the provision of the services on a rolling contract to last a maximum of 5 years.

The opportunity to be short listed is available to suitably qualified candidates on the basis set out below.

Key Objectives

Aim

To recover as much of the Debts as is commercially practicable reflecting the circumstances of each Debt by all proper means proportionate to the sums being pursued.

Deliverable

Debt collection services including, if appropriate, the commencement of legal proceedings and debt enforcement proceedings on a no-win no-fee basis providing regular reporting to the Client.

Requirements

Expressions of interest are anticipated from entities that have at least 5 years proven experience of international debt collection services including the provision or procurement of the necessary legal advice and legal proceedings (if appropriate) in order to meet the Key Objective. It follows that likely candidates will include, but not be limited to, entities that are able to provide or procure the legal services required to support the collection of the Debts.

The final date and time for receipt of expressions of interest is **May 24, 2023, at 12PM EAT**.

Expressions of interest should be sent by email to Procurement@mof.gov.so with the subject line **of the email the reference Overflight Debt Collection EOI.**

Expressions of interest will be assessed using a scale of 1 (Excellent level of evidence) to 5 (Little or no evidence):

1. Documentary evidence demonstrating legal status and ability to operate in Somalia and internationally, such as a valid Certificate of Company Registration.
2. Documentary evidence of the current shareholders and shareholder ownership percentages or partner of the applicant and all members of any joint venture or proposed joint venture or partnership.
3. Financial Statements for the last 2 years demonstrating of annual turnover of a minimum **USD 2,000,000.**
4. In relation to service providers based in Somalia, a declaration of certificate that the applicant has fulfilled the obligation to pay tax - a valid Tax Clearance Certificate (TCC) with TIN (Q1 2023 must be attached).
5. Documentary evidence demonstrating at least 5 years' experience in international debt collection services in various jurisdictions (up to **3** pages).
6. Any law firm or firms that the applicant intends to use in providing the services in Somalia and/or Kenya (note this is not an exhaustive list of jurisdictions that may be concerned).
7. Proof of professional indemnity (PI) cover sufficient to cover the applicant in the case of award and the Client for example to cover third party claims arising out of legal proceedings. If proof is unavailable a letter from a reputable insurer confirming its interest in providing such cover in the event that the applicant is awarded the contract.
8. Three references from clients who the Applicant has acted for in last three years with details of at least one international debt collection instruction from each referee.

Provisional Timescales

Closing date for expressions of interest	May 24, 2023
Proposed date for issue of request for proposals	June 2, 2023
Proposed closing date for proposals	July 2, 2023
Proposed notification of award of contract	July 26, 2023

Date May 9, 2023