TAWAZUN OMAN PROJECT CONCEPT PROPOSAL

[Tawazun Oman Project Concept Proposal Title, & Date]

Contact information of the submitter(s)

Name(s):
Title(s):
Organization:
Phone:
Mail:

Instructions:

- The purpose of Tawazun Oman Project Concept Proposal is to outline the proposal, explain the value to Oman, its alignment with Tawazun Oman objectives and to provide enough data to give in principle approval.
- It is important to note that feasibility studies for a given Tawazun Oman project are commissioned or undertaken at the Obligor's (Contractor's) cost and risk and will qualify for the award of Tawazun Oman credits only in the event the Tawazun Oman project it relates to has received approval by Tawazun Oman Committee.
- Tawazun Oman Project Concept document should be no longer than 5 pages (using a minimum font size of 10).
- Tawazun Oman Project Concept document should be clear as to whether this is a Direct Tawazun Oman project; Indirect Tawazun Oman project; or a mix of both Direct and Indirect.
- Tawazun Oman Project Concept Proposal should be sent to the Director-General for Contracts and Projects of the Public Authority for Privatisation and Partnership formally requesting the assessment of the proposed Tawazun Oman Project Concept Proposal as an eligible Tawazun Oman project under the Tawazun Oman Programme.
- Should the Obligor (Contractor) intend to involve any other participants (e.g. third party Offset Service Providers) to carry out the whole or part of Tawazun Oman project scope, these should be clearly identified. However, in any event, the Obligor (Contractor) remains solely responsible and liable for the successful execution of Tawazun Oman project.

Commercial Web site - www.papp.om

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Section A: What is Tawazun Oman Project

Project Type: Please complete the below section and tick the appropriate box.

☐ Direct Offset ☐ Indirect Offset ☐ Mix of Direct & Indirect Offset

Direct elements – list key items

1)
2)
3)
4)
5)

Indirect elements – list key items

1)
2)
3)
4)
5)

Summary Goals: Please state the key objective(s) that Tawazun Oman Project will achieve.

Tawazun Oman Project Description: Give an overview of Tawazun Oman Project, including the following:

1) What is the project?
2) What is its value to Oman?
3) Who are the local partners?
4) If a Joint Venture or Business Partnership, a basic market study is required, project budget and financial forecast, including but not limited to the following:
   a. Capital cost
   b. Operating Cost
   c. Financial return ratios
   d. Target market – local, GCC, global
   e. Key deliverables (products / services)
5) Success factors
6) Risks and Issues
7) Competitive advantage

8) Your contribution in the above-mentioned investment

Section B: Tawazun Oman Project Obligor's Key Personnel

Please provide a background description of the persons, companies or entities that are proposing this Tawazun Oman Project Concept. General information is most needed, including background, organizational structure, and the specific role(s) of each participant in the Tawazun Oman Project. If relevant, please list their past performance / track record in order to show how their involvement will contribute towards a successful outcome.

Section C: Tawazun Oman Project Pre-Operational Expenses

PAPP may incur miscellaneous expenses to support the Tawazun Oman project to ensure successful project delivery both during pre-operational and operational stages of the project that are not clearly covered under the project costs breakdown.

- Miscellaneous costs may include but not be limited to verification / certification studies, third party services (including independent advices from subject matter experts, external consultants and legal), printing and documentation services costs (such as, key reports and documentations), costs of meetings and travel expenses.
- Miscellaneous expenses shall be capped at 5 percent of the total projected Projected cost or OMR 25,000, whichever is lower, and Obligor shall deposit the amount into PAPP account within 30 days of submission of Tawazun Oman project concept.
- The miscellaneous amount shall earn a multiplier of 1 to 2, and shall not be subject to the Tawazun Oman 'Multiplier Table'. Tawazun Oman credits will only be awarded in the event the Tawazun Oman project it relates to has received approval by Tawazun Oman Committee.
- Feasibility studies for a given Tawazun Oman project are commissioned or undertaken at the Obligor's (Contractor's) cost and risk and will qualify for the award of Tawazun Oman credits only in the event the Tawazun Oman project it relates to has received approval by Tawazun Oman Committee.

Section D: Tawazun Oman Project Timeline

Start	Finish	Duration	Activity Details
[dd/mm/yy]	[dd/mm/yy]	[--]	[e.g. Tawazun Oman Project Market & Feasibility study]
[dd/mm/yy]	[dd/mm/yy]	[--]	[e.g. Formulation of Tawazun Oman Project Business Plan]

Start	Finish	Duration (Days)	Activity Details
[dd/mm/yy]	[dd/mm/yy]	[--]	[e.g. Tawazun Oman Project Business Plan Audit]
[dd/mm/yy]	[dd/mm/yy]	[--]	[e.g. Due diligence interviews with investors]
[dd/mm/yy]	[dd/mm/yy]	[--]	[e.g. Workshop with stakeholders to draw out the principles of the partnership]
[dd/mm/yy]	[dd/mm/yy]	[--]	[e.g. Sign Tawazun Oman Project Agreement]
[dd/mm/yy]	[dd/mm/yy]	[--]	[e.g. Tawazun Oman Project Kick-off Meeting]
			MILESTONE 1
[dd/mm/yy]	[dd/mm/yy]	[--]	[e.g. Sign Joint Venture Agreement with Partners
[dd/mm/yy]	[dd/mm/yy]	[--]	[e.g. Establish Joint Venture Company]

*** Note: items in red above are for illustrative purposes only**

Section E: Inputs & Achievements

Obligor shall complete the table below for the proposed Tawazun Oman Project.

TAWAZUN OMAN PROJECT INPUT COSTS & VALUES						
Input #	**Input Name & Brief Description**	**Input Value (Actual Cost) (specify currency used)**	**Proposed Multiplier**	**Input Main Deliverable**	**Achivments Measure**	**Total offset Credits (specify currency used) (Input Value X Multiplier)**
1	***Input Name:*** *[Write brief description about this input]* *[Breakdown of Item1]* *[Breakdown of Item2]*	*[Total Input Cost]* *[Cost of Item1]* *[Cost of Item2]*			[Example] This credit milestone will be achieved when …….	
2	***Input Name:*** *[Write brief description about this input]* *[Breakdown of Item1]* *[Breakdown of Item2]*	*[Total Input Cost]* *[Cost of Item1]* *[Cost of Item2]*				
3	***Input Name:*** *[Write brief description about this input]* *[Breakdown of Item1]* *[Breakdown of Item2]*	*[Total Input Cost]* *[Cost of Item1]* *[Cost of Item2]*				
Total Project Input Value Cost :		…….	**Total Project Offset (Tawazun) Credit**			USD …….

Note 1: Input Value is: Actual cost of the activity without including a commercial profit margin. (No double dipping is allowed). It should include a cost breakdown of each Input and the rationale for arriving at the indicated cost.

Note 2: Technology Transfer Valuation Methodology: The only methodologies that will be acceptable to the Authority are those approved by the International Valuation Standards Council (IVSC) and, specifically, one of the following four methods specified in the Regulation, e.g. Relief from Royalty Method, or Multi Period Excess Earnings Method, or With or Without Method, or Cost Approach Method (as applicable).

Section F: PAPP Areas for Support

Please state any assistance or facilitation requested from PAPP's to support the Tawazun Oman Project's development and implementation.

APPROVED BY THE PARTIES THIS ____ DAY OF _____ 20__

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Public Authority for Privatisation and Partnership Name: Dr. Dhafir A. Al Shanfari Title: CEO Address: Floor P, KOM 5 Knowledge Oasis Muscat Rusayl Sultanate of Oman	[**Organization]** Name: Title: Address: