



## Partnerships Technical Bureau

### **Unsolicited Proposal Preliminary Approval Stages**

#### **First Unsolicited Proposal**

An Unsolicited proposal must be a developmental and innovative project in nature for locations listed or unlisted in the developmental plans of the State of Kuwait. Furthermore, an unsolicited proposal must serve the intention of the State in providing any of the planned activities, services or products in its developmental plan contributing directly to the national economy. All pre-stated conditions must be pursuant to Law No. 7 for 2008 and its Executive legislature.

#### **Article 10 of Law No. 7/2008 defines an unsolicited proposal as:**

“A comprehensive study based on an unprecedented innovative idea presented by an investor to the HC, including designs of one of the projects referred to in this law, accompanied by feasibility, environmental, and technical studies, in order to take the procedural measures to evaluate the idea and studies, prior to tendering the project pursuant to the provisions of Articles 4, 5, or 6 of this law, as the case may be, upon the approval of the HC”

Hence, the PTB and the World Bank collectively developed the Projects guidebook to assist interested initiator in presenting unsolicited proposals to the Higher Committee in congruence with the relevant public entity in which the unsolicited proposal fall under their responsibilities and duties after the preliminary approval of the unsolicited project by the higher committee.

After the preliminary approval of the Higher Committee on the unsolicited proposal and after determining the relevant public entity, the initiator is required to present to the PTB complete financial, technical and environmental feasibility studies related to the project on hand.

## **Second: Unsolicited Proposals main features**

The unsolicited proposal is evaluated in accordance with the preliminary studies submitted and dependant on three main aspects as follows:

- 1- The extent to which the unsolicited proposal is in line with the State's developmental plans and contributing to the State's strategic objectives determined in the Government action program, namely:
  - Improving Gross Domestic Product (GDP) and diversifying its sources;
  - Encourage the private sector to participate in the development of the state's national economy and act as a main partner and pillar of development.
  - Human Resources development and providing job opportunities for Kuwaiti nationals.
- 2- Encourage scientific research and technological development to support the development, research, knowledge transfer and capacity building of Kuwaiti nationals. Proposed site and how much it is appropriate for the type of business.
- 3- Proposed land site and its compatibility with the unsolicited proposal
- 4- Evaluating the financial position, expertise and human resources available by the initiator submitting the unsolicited proposal.

## **Third: Required documentation and Information for submitting**

### **"Unsolicited Proposal" application**

With reference to the aforementioned conditions the following information must be provided:

- 1- General description of the unsolicited proposal;
- 2- Proposed components of the unsolicited proposal;
- 3- Proposed land site;
- 4- Proposed area required;
- 5- Initial cost estimates;

6- Adequate Financial Capacity ;

7- For completing all requirements:

- Data or information must be submitted in a dated official letter by the initiator and signed off by its legal representative, clearly showing the address, telephone number attaching therewith the initial economic, technical and environmental feasibility studies, if any, as well as submitting a cashier's check of one thousand (K.D 1000) Kuwaiti dinars to payable to the Ministry of Finance.

#### **Fourth: Required Procedures when submitting the Initiative:**

- 1- The initiator shall submit the unsolicited proposal to the Higher Committee
- 2- The unsolicited proposal will be forwarded to the PTB for their evaluation recommendation for preliminary approval
- 3- The PTB shall coordinate with the initiator and the relevant public entity.
- 4- The PTB shall meet regularly with relevant public entities concerned with the unsolicited proposal for their opinion.
- 5- In case the higher Committee or public entity rejects the unsolicited proposal, the initiator shall be informed in writing and shall not have the right to submit unsolicited proposal again.
- 6- In case the higher Committee preliminary approves the unsolicited proposal, the initiator is required to submit complete financial, technical and environmental feasibility studies for the unsolicited proposal and must be submitted to the PTB.
- 7- PTB will evaluate all feasibility studies presented and submit a report with recommendation regarding the unsolicited proposal to the Higher Committee for their final decision.