ANNEX A

**Guyana**

**CCB/CGY**

**Consultancy to provide Advisory Services on Petroleum to the Government of Guyana**

**Product and External Services Contractual**

**TERMS OF REFERENCE**

**Background**

Established in 1959, the Inter-American Development Bank (“IDB” or “Bank”) is the main source of financing for economic, social and institutional development in Latin America and the Caribbean. It provides loans, grants, guarantees, policy advice and technical assistance to the public and private sectors of its borrowing countries.

Guyana has never been an oil producer. In early January two major oil companies, ExxonMobil and Hess, announced that they had successfully drilled two deep-water exploratory wells (Liza and Payara) that strongly suggests that the seafloor beneath Guyana’s coastal waters contains one of the largest oil and natural-gas discoveries in recent years. Later in March ExxonMobil made its third oil-bearing sandstone reservoir discovery while drilling the Snoek well. These discoveries (Liza, Payara, and Snoek) would place Guyana among the 40 largest reserves holders in the world and have massive implications for the country’s economic development. If handled well, it can boost the overall standard of living for the country.

Guyana is new to the Oil and Gas (O&G) industry, and is unprepared for the complexities and risks that lie ahead. This situation is understandable considering the novelty of the O&G industry in Guyana, and the consequent lack of experience, therefore much needs to be achieved rapidly to increase the chances of optimal outcomes for Guyana.

Along with its responsibilities for mining and forestry, the Ministry of Natural Resources (MNR) is focused on the petroleum extractive sector, especially in response the ExxonMobil Liza discovery. The development of an O&G industry in Guyana, however, will affect the whole energy sector in the country, and the Ministry of the Presidency (MotP) has identified the need for more holistic high-level oversight of the energy sector (inclusive of petroleum). This oversight will start with the establishment of a Petroleum Adviser in the MotP.

The Petroleum Adviser would have extensive experience from being employed by the O&G majors (such as ExxonMobil, Shell, and Chevron), and personally would have managed USD100+ Million budgets on O&G developments.

This contract follows a similar contract executed over February to August 2017.

**Consultancy objective(s)**

The main objective of the consultancy is to advise the President of Guyana on oil & gas policy issues currently being addressed by the government

**Main activities**

The selected candidate will:

* Produce a document on a Vision for the Guyanese O&G Industry, that further develops and communicates the President’s vision for the sector over the next decade.
* Advocate, to internal and external audiences, the importance of sound governance of the O&G industry, using best international norms and emphasizing issue of transparency (of contracts, procurement, decision making, etc.), regulation, and revenue management This advocacy work will occur in the meetings held during the consultancy with the relevant parties within the O&G industry.
* Coordinate efforts to review international best practices to recommend policies that result in an improvement of Guyana’s contract negotiating capability and outcomes from those negotiations (e.g. better contract terms for O&G blocks, competitive bidding for award of blocks, etc.).
* Facilitate an increase in Guyana’s organizational capability in relation to the oil & gas industry, using IDB expertise or consultants embedded in government.
* Identify bottle-necks in government entities that result in delays for the development of the country’s oil and gas sector.

**Reports / Deliverables**

* One document detailing the Vision for the Guyanese Oil & Gas Industry for the Next Decade.
* One document with recommendations for Guyana’s transition from diesel-powered generation to a diversified system with less environmental impacts.
* One midterm report on advocacy, coordination, and recommendation work carried out in the first half of the contract.
* One final report documenting all work carried out during the contract’s duration.

**Payment Schedule**

Payment to the contractual will be contingent on deliverables accepted by the Government of Guyana. In the case of a disagreement between the Contractual and the Government of Guyana, the IDB Country Representative will make a final decision within one month of submission of the deliverable.

Payment will be as follows:

* [20%] 20% on signature.
* [20%] 10% upon submission and 10% upon acceptance of Vision for O&G report.
* [10%] 5% upon submission and 5% upon acceptance of Electricity Transition recommendation document.
* [20%] 20% upon submission and 10% upon acceptance of midterm report
* [30%] 20% upon submission and 10% upon acceptance of final report.

Reports will be deemed accepted if comments are not received from the Government of Guyana within two weeks of submission.

**Qualifications**

* *Academic Degree/ Level & Years of Professional Work Experience***:** Graduate Degree or Equivalent in Engineering, Law, Economics or related field. Ten (10) years or more experience in working in the O&G industry.
* *Languages:* English.
* *Areas of Expertise:* Extensive knowledge and experience working in a management role in O&G for companies such as ExxonMobil, Shell, and Chevron. Track record of managing over USD 100 million budgets on O&G developments would be an asset.
* *Skills:* Excellent interpersonal and communication skills, ability to manage teams, computer literate.

**Characteristics of the Consultancy**

* *Consultancy category and modality***:** Products and External Services Contractual, Lump Sum.
* *Contract duration:* Six (6) months.
* *Place(s) of work:* External consultancy, the Contractual will carry out these services in Guyana and in any other country agreed with the GOG.
* *Division Leader or Coordinator:* Country Representative

**Payment and Conditions:** Compensation will be determined in accordance with Bank’s policies and procedures. In addition, candidates must be citizens of an IDB member country.

**Consanguinity:** Pursuant to applicable Bank policy, candidates with relatives (including the fourth degree of consanguinity and the second degree of affinity, including spouse) working for the Bank as staff members or Complementary Workforce contractuals, will not be eligible to provide services for the Bank.

**Diversity:** The Bank is committed to diversity and inclusion and to providing equal opportunities to all candidates. We embrace diversity on the basis of gender, age, education, national origin, ethnic origin, race, disability, sexual orientation, religion, and HIV/AIDs status. We encourage women, Afro-descendants and persons of indigenous origins to apply.

**Additional considerations:**

With respect to the restriction for period of four (4) years as per section five (5) of the contract, of a former Bank consultant to be hired by any other entity that provides services or does business with the Bank, this is not applicable to the consultant if the following is observed:

• That his role on the project not be one that constitutes personal and substantial participation for which the consultant may later be considered for employment with the Government of Guyana. While he may participate in a general way as a technical advisor on this project, he should not be assigned as a project team leader on the Technical Cooperation or loan operation for which he may later be contracted by the Government.

• That he should avoid providing specific opinions or participating in decisions for the Bank with the Government specifically about a future project financed by the IDB.