

MODIFIED SWISS CHALLENGE GUIDE



Federal Government of Nigeria | Infrastructure Concession Regulatory Commission

A. INTRODUCTION

The Modified Swiss Challenge procurement method may be applied to Unsolicited PPP Proposals to ensure the attainment of Value for Money (VfM). Under this process, the Privately Initiated Infrastructure Project (PIIP) proposal shall be benchmarked against comparable projects under similar conditions to validate its VfM credentials.

B. PROCESS AND STEPS

- i. In accordance with the Unsolicited PPP Proposal Guide, the ICRC shall lead and coordinate due diligence on the Private Proponent and its partner(s) to verify their technical and financial capability, as well as the feasibility and operational competence of the submitted proposal.
- ii. The MDA shall implement the Modified Swiss Challenge Benchmarking process in accordance with the parameters recommended by ICRC, which shall include:
 - Capital Expenditure (CAPEX)
 - Operating Expenditure (OPEX)
 - Revenue Growth/ Service Availability
 - Operational Efficiency
 - Market Competitiveness
 - Sustainability and Risk Management
- iii. The ICRC shall facilitate and coordinate project negotiations to ensure that the contractual provisions are equitable, implementable, and aligned with timely project execution.
- iv. Next steps are as contained in the **PPP Process Guide**.