



TENDER FOR POSTAL SECTOR STRATEGIC POLICY STUDY FOR POSTAL SERVICES ACT 2012 REVIEW

BRIEFING SESSION

4 June 2024

CONTENT

Session 1 :

- Briefing on the project
- Q & A

Session 2 :

Tender Compliance



SESSION 1

PROJECT OBJECTIVE

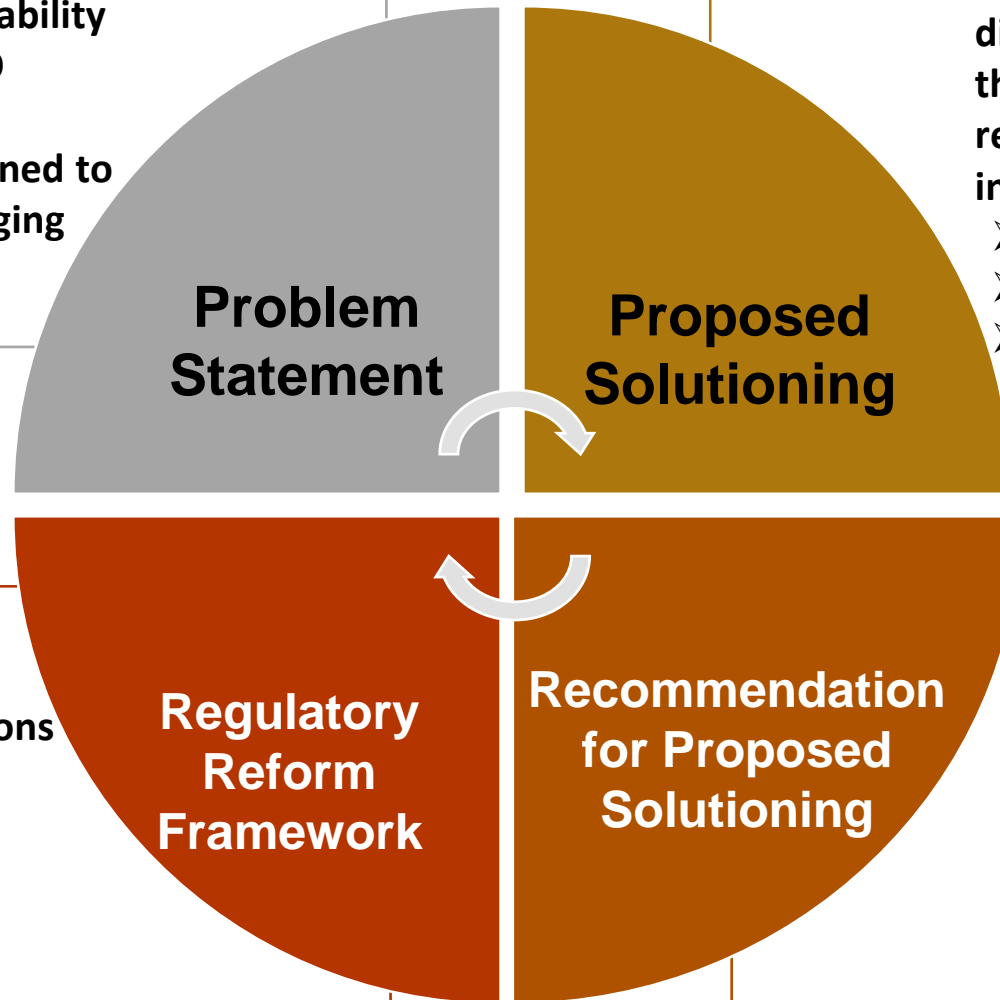


Postal Services Act 2012 has already been in operation for more than ten (10) years. During this period, the industry has undergone profound changes driven by diminishing mail volume and the changing of consumer behavior due to the advent of e-commerce and digitalisation.

This phenomenon is affecting the postal services globally whereby communication via letter-post has been substituted by electronic mail and other digital channels. Unlike mail service, digital disruption has transformed the parcel market experiencing exponential growth. The parcel delivery service is increasingly becoming as essential services for the smooth functioning of digital economy.

Therefore, a strategic policy study is required for the **sustainability and growth** of the postal industry in the short, medium and long term. This study is also required to assess the need of an institutional reform, elevate the capability and capacity of the industry.

SCOPE OF STUDY



- Identify key issues mainly sustainability and growth for USO and non-USO market segments
- The Act's scope should be broadened to effectively regulate current emerging services and business models

- To cater for emerging trends, new and disruptive technologies and services, threats, opportunities, and other related developments that may occur in:
 - Short term (1 – 5 years)
 - Medium term (5 - 10 years)
 - Long term (10 - 20 years)

It should encapsulate:

- ✓ Cases of change, identified solutions and expected outcome
- ✓ Proposed policies
- ✓ Proposed legislative changes
- ✓ Proposed developmental solutions/initiatives
- ✓ Proposed governance structure

Solutions for new and emerging trend should include mix approaches such as policy recommendations, amendment to the laws, regulations under PSA 2012 and relevant laws, regulatory interventions and developmental initiatives

EXPECTED DELIVERABLES



**CONTEXTUAL
ANALYSIS REPORT
– LANDSCAPE
AND GLOBAL
BENCHMARK**



**GAP ANALYSIS ON
PROPOSED
PROSPECTIVE
POLICY AREAS**



**POLICY
RECOMMENDATIONS
REPORT**



**REGULATORY
REFORM
FRAMEWORK REPORT
AND SECTOR
DEVELOPMENT
INITIATIVES**

DETAILED SCOPE OF STUDY



DELIVERABLES



1. CONTEXTUAL ANALYSIS REPORT – LANDSCAPE AND GLOBAL BENCHMARK

EXPECTED OUTPUT



- Detailed postal landscape, benchmark, global emerging trend impacting postal services in Malaysia for the next 10 – 20 years.
- Identified vision and future postal regulatory framework (covering USO, non-USO and possible diversification of services (new scope of services)).

DETAILED SCOPE OF STUDY

DELIVERABLES

2. GAP ANALYSIS ON PROPOSED PROSPECTIVE POLICY AREAS

EXPECTED OUTPUT

- Recommendation of way forward for postal services sector in Malaysia.
- A comprehensive report detailing (but not limited to) the 18 proposed policy areas* through substantiation and validation process.

*Note: The 18 proposed policy areas are available in detail in the tender document.

DETAILED SCOPE OF STUDY



DELIVERABLES



3. POLICY RECOMMENDATION REPORT

EXPECTED OUTPUT



- Proposed policy recommendations report including background information, methodology, data analysis, findings, conclusions, and recommendations.
- A concise and visually appealing presentation deck highlighting key findings, insights, and recommendations from the study, suitable for engaging stakeholders and facilitating discussions.

DETAILED SCOPE OF STUDY



DELIVERABLES

4. REGULATORY REFORM FRAMEWORK REPORT AND SECTOR DEVELOPMENT INITIATIVES

EXPECTED OUTPUT

- A detailed reform framework and strategy report outlining each of the scenarios and recommendations on regulatory reform framework and sector development initiatives.
- A concise and visually appealing presentation deck highlighting all the important scenarios in the regulatory reform framework report, suitable for engaging stakeholders and facilitating discussions.

TENDER REQUIREMENTS



No	Information	Details
1	Mode of Tender	Open Tender
2	Mandatory Requirement	<p>The Tenderer (as defined herein) is required to have a valid certificate of registration issued by the Companies Commission of Malaysia (hereinafter referred to as “CCM”).</p> <p>If the Tenderer is not incorporated/established in Malaysia and is a foreign entity:</p> <ul style="list-style-type: none"> • The Tenderer is required to have a valid certificate of registration from the relevant authority (similar to CCM) in its country of origin; and • The Tenderer is required to partner with a Local Partner (as defined herein) in which the Tenderer is required to submit a Letter of Undertaking that shall include but not limited to the following information: <ul style="list-style-type: none"> ➤ Name of Local Partner; ➤ Nature of collaboration; ➤ Role of the Local Partner; and ➤ Number of personnel involves.

FINANCIAL



- The indicative price for the Work is Ringgit Malaysia Four Million Five Hundred Thousand Only **(RM4,500,000.00)** inclusive of any duties or taxes imposed by the Government of Malaysia. Tenderer is required to provide anticipated disbursements accordingly (professional fees, withholding tax, reimbursements, out-of-pocket expenses and other associated cost and tax etc. - please provide details in Appendix D) and the terms of payment. All price quotations shall be made in Ringgit Malaysia.
- of any duties or taxes imposed by the Government of Malaysia.
- The Successful Tenderer shall be required to obtain endorsement from the MCMC for the output of every deliverable before the payment is disbursed according to the payment schedule stipulated in **Table 1—Payment Schedule** refer to Tender Document.
- Performance bond preferably in the form of Bank Guarantee (BG) at 10% of the total contract sum and the validity throughout the Consultancy period and an additional three (3) months after the acceptance by MCMC of the final and full completion of the Consultancy, to the satisfaction of MCMC.

SESSION 2

TENDER COMPLIANCE

HOW TO PURCHASE TENDER DOCUMENT



[URL : https://msmart.mcmc.gov.my/web/index.php](https://msmart.mcmc.gov.my/web/index.php)



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TENDER SUBMISSION



FINANCIAL

Section 3

Section 4

Financial Checklist

APPENDIX A – F

Financial Submission:

1 Original (hardcopy) + 1 Copy (hardcopy)
+ 1 digital copy of scanned documents in
pdf format (USB flash drive)

TECHNICAL

Section 5

Technical Checklist

APPENDIX G

Technical Submission:

1 Original (hardcopy) + 1 Copy (hardcopy)
+ 1 digital copy of scanned documents in
pdf format (USB flash drive)

IMPORTANT NOTES



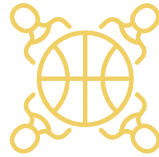
1. All information and updates will be on MCMC website.
2. Attach the Tender Deposit to the Form of Tender Document (Appendix B). **Tender submissions without the Tender Deposit shall be disqualified.**
3. Be aware and comply with the required signatories. Please ensure that the Tenderer's official company stamps, and authorized signature appear on all pages of the Financial Submission only.
4. **No company name/info/logo in the Technical Submission (redact).** Tenderer is strictly prohibited from displaying or including its name in the Technical Submission. This is including the evidence sent in the technical submission.
5. The MCMC Tender Secretariat will be the only point of contact for this project (tender@mcmc.gov.my).

TENDER TIMELINE



28 May 2024

TENDER ISSUANCE



4 June 2024

TENDER BRIEFING
SESSION



12 June 2024

TENDER
CLARIFICATION ENDS

- **Before 5.00pm**
- Strictly via email only to tender@mcmc.gov.my
- The consolidated Q&A will be published in MCMC website



19 June 2024

TENDER SUBMISSION /
TENDER CLOSING DATE

- **On or before 12.00pm**
- MCMC CoE, Cyberjaya
- To complete Acknowledgement Form (2 copies)
- **Late submission shall be rejected**



THANK YOU





MCMC/PRAD/FMD(1)/IFMTIT2_2022/TC/02/22(01)
[Acknowledgement of Submission]

IFMTIT2_2022

TML/TC-F02



COMPANY PARTICULARS

1.	Company Name :	
2.	Company Address : Tel. No : Fax. No : Email Address :	
3.	Name of representative :	
4.	Contact Persons (Minimum two (2) contact persons to be filled in):	
a.	Name : Designation :	Tel : Email : Signature:
b.	Name : Designation :	Tel : Email : Signature:
c.	Name : Designation :	Tel : Email : Signature:
5.	Details of Submission:	
	No. of Box (Boxes)/ Envelope(s) :	Acknowledged Received : (Day/Date/Time) (MCMC)
	Acknowledged Received : (Day/Date/Time) (Company)	

