



**INFORMATION MEETING 2**  
**SEPTEMBER 27, 2011**  
**ARUBA**

# Agenda

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## 08:30 Welcome

08:40 State of affairs

09:00 Selection documentation

09:30 Business Plan

09:50 Site visit

10:00 Coffee break

10:30 Q&A Session

11:30 Closing

– Mrs. Isella Wernet

– Mrs. Isella Wernet

– Mrs. Isella Wernet

– Mr. Ruben Goedhoop

– Mrs. Swinda Dijkhoff

– Mrs. Isella Wernet



Mrs. Isella Wernet of the Ministry of Infrastructure and Project  
Manager of the Green Corridor project

**WELCOME**

# Welcome – Rules of the game

- Information Meetings:
  - Solely for information purposes
  - Formalization via Information Memorandum (Nota van Inlichtingen)
- All questions and information shall be distributed integrally via Information Memoranda to all registered candidates *who paid*.
- Possibility to postpone answer on question, answers will be submitted via Information Memoranda.
- Dutch language is legally binding, English for information purposes only.

# Welcome

- Objective of today:
  - Update state of affairs
  - Provide insight in the selection documentation
  - Provide insight in the business plan
  - Information regarding site visit d.d. 28 september 2011
  - Q&A
    - Focus on Selection phase

# Welcome

- Introduction of panel

- Isella Wernet                      Project Manager of Green Corridor
- Marlon Croes                      Deputy director of the department of Public Works (DOW)
- Swinda Dijkhoff                      Technical Advisor of Green Corridor (DOW)
- Ruben Goedhoop                      Transaction Advisor of Green Corridor (PwC)
- Paul Swanenvleugel                      Transaction Advisor of Green Corridor (PwC)

- Introduction of candidates

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# **STATE OF AFFAIRS**



# Recap Information Session 1

- Scope of the project
- Outline tender procedure
- DBFM contract
- Q&A session → 3 Information Memoranda

# Information Memoranda

## *Overview of Information Memorandum 1:*

- Official call for tendering leads to different timeline
- Detailed answers on questions
  - Scope project
  - Registration procedures
- Modifications and additions tendering instructions

# Information Memoranda

## *Overview of Information Memorandum 2:*

- Announcement site visit
- Detailed answers on questions
  - Scope project
  - Financing project
  - Design project
  - Role Public Works Department
  - Procedural aspects
- Pending items
  - Results soil research
  - Postpone date for submission of request
  - Collaboration agreement utilities
- Modifications and additions tendering instructions

# Information Memoranda

## *Overview of Information Memorandum 3:*

- Announcement postponed date for submission of request
- Modifications and additions tendering instructions

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# **SELECTION DOCUMENTATION**

# Outline selection documentation

Important:

- Complete filled out selection forms and accompanying documents
- Correct filled out selection forms and accompanying documents
- Timely submitted all selection documentation
- Selection documentation submitted in Dutch language
- Model forms for request to participate are included in tendering instructions

# Outline selection documentation

## Recommendations:

- Start asap filling out the forms
- Don't hesitate to contact the project team in case of questions via [info@p3aruba.com](mailto:info@p3aruba.com)



## Schedule 2.1: Model form for request to participate

- A. Candidate information
- B. Shareholder information (for each shareholder)
- C. Significant Subcontractor(s) information
- D. Information about authorized representative
- E. Declaration agreeing on procedure and correctness of information
- Annexes (guide card A)
  - Trade register extract
  - Proof of identity
  - Power of attorney and proxies

## Schedule 2.2: Model statement for availability of Significant Subcontractor

- Information and declaration regarding Significant Subcontractor
- Annexes (guide card B)
  - Proof of identity
  - Power of attorney and proxies

## Schedule 2.3: Model Compliance Statement

1. General questions
2. Questions regarding determining grounds for exclusion
3. Questions regarding inside information and conflicts of interest
4. Questions regarding formation of consortiums (in case of joint venture)
5. Questions regarding company revenues
  - Annexes (guide card C)
    - Trade register extract
    - Proof of identity
    - Power of attorney
    - Certificate of good conduct

## Schedule 2.4: Model declaration of financial and economic strength

- Declaration of financial institution
  - Long term issue credit rating of at least BBB or Baa2
- Afl. 15 mln capital base available from own funds/share capital/share premiums or subordinated loans
- Annexes (guide card D)
  - Trade register extract financial institution
  - Proof of identity financial institution
  - Power of attorney financial institution

## Schedule 2.5: Model declaration of technical and organizational expertise

- Per reference project:
  - General information including contract amount and project description
  - Questions regarding technical expertise (A)
  - Questions regarding project management (B)
  - Questions regarding project financing (C)
- Annexes per reference project (guide card E)
  - Proof of identity
  - Power of attorney

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Mr. Ruben Goedhoop, director of PwC  
Transaction Advisor Green Corridor

# **BUSINESS PLAN**

## Business plan Green Corridor

- Business plan (10 pages max)
- Aimed at added value for the Aruban economy:
  - Materials procured in Aruba
  - Import levy on materials
  - Gross salary cost of workers, who are registered in Aruba today
  - Payroll tax other workers
- Input for Dialogue product: Quality of Partnership (Schedule 4, § 2)
- Shortlist of 3 tenderers – to be invited for the next phase
  - 3 Candidates with highest score shall be invited to next phase
- Business plan effects scoring final bid



# Example contents Business plan Green Corridor

- Vision regarding added value Aruban economy
- Steps to be taken (process) and timeline
- Roles and responsibilities stakeholders
- Preconditions and requirements
- Assumptions for calculation
- Detailed calculation effects → Quantification
  - Materials procured in Aruba
  - Import levy on materials
  - Gross salary cost of workers, who are registered in Aruba today
  - Payroll tax other workers

# Business plan Green Corridor

## Advisory panel Selection phase

- DOW (Chair)
- DWJZ (Secretary)
- Central Bank of Aruba
- DEZHI
- SIAD
- PwC
- Rijkswaterstaat (General Advisor)

# Business plan Green Corridor – Example

## Shortlist procedure

Sub-criterion Financial-economic added value	Assesment
Materials procured in Aruba	
Import levy on materials	
Gross salary cost of labourers, who are registered in population register of Aruba	
Payroll tax other labourers	
Score	3

Sub-criterion Feasibility and plausibility	Assesment
Feasibility and plausibility	
Score	0,8

**Total score:  $3 * 0,8 = 2,4$**

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Mrs. Swinda Dijkhoff, Technical advisor Green Corridor  
Department of Public Works (DOW) of the Ministry of Infrastructure

## **SITE VISIT**

## Details Site Visit

- Departure from Public Works, Sabana Blanco 69 Oranjestad
- Start: 8.45 A.M.
- Departure bus: 9.00 A.M.
- Suited for engineers, contractors
- Limited capacity (24 pax)
- Provided information during site visit for information purposes only
- Questions can only be submitted by e-mail afterwards

# Maintenance conditions current infrastructure

- Poor maintenance main road
  - Potholes
  - Cracks
  - Crumbled asphalt
  - Mending repair work
  - Bridge Spaans Lagoen
- New roads
  - Service roads Pos Chiquito



**COFFEE BREAK – 30 MIN**



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## **Q&A SESSION**

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## Next steps

- Submission of Information Memorandum (Nota van Inlichtingen) of this meeting
- Next information meeting: 18 October 2011
- Please visit

[http:// www.p3aruba.com](http://www.p3aruba.com)