

R3



Watty Vos Boulevard

Information Session 1

March 6, 2014

ARUBA

Welcome

Mrs. Ing. Swinda Dijkhoff, project leader (Department of Public Works, DOW)



Agenda



08:30 Welcome

08:45 Scope of the project

08:55 Tender procedure

09:45 Coffee Break

10:15 Q&A session

11:00 Closing

- **Mr. Ruben Goedhoop**

- Mr. Paul Kemp

- Mrs. Swinda Dijkhoff and

- Mrs. Marcelle van Valkenburg

- Mr. Ruben Goedhoop

- Mr. Ruben Goedhoop



Welcome

- Introduction of panel
 - Swinda Dijkhoff Project Leader of the Watty Vos Boulevard
 - Paul Kemp Technical Advisor of the Department of Public Works (DOW)
 - Marcelle van Valkenburg Legal Advisor of the Dutch Ministry of Infrastructure and Environment
 - Paul van den Berg Transaction Advisor (PwC)
 - Ruben Goedhoop Transaction Advisor (PwC)

- Introduction of attendees
 - Name
 - Company

Welcome



- Objectives of today:
 - Provide insight in the tender procedure
 - Focus on deliverables Selection Phase
 - Provide insight in the tender planning
 - Q&A

Communication guidelines



- Information sessions:
 - Solely for information purposes
 - Formalization via Clarification Memorandum
- All questions, answers and information shall be distributed integrally via Clarification Memorandum(s) to all registered candidates.
- Communication will be in English.

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Technical Scope of the Project

Mr. ing. Paul Kemp, Technical Advisor of the Department of Public Works (DOW)



Technical scope - route



Project Objectives

1. Improve traffic flows
2. Improve travel time
3. Improve road safety
4. Enable and facilitate the relocation of the port to Barcadera
5. Enable more social - economic development
6. Improve appearance low-rise hotel zone

Scope Watty Vos Boulevard project

- Integral Design- Build- Finance- Maintain (DBFM) Agreement for life-cycle management and optimum availability
- Contract period approx. 22,5 years (construction + maintenance)
- Estimated construction period 2 - 2.5 years
- Technical scope
 - All designs
 - Greenfield infrastructure 7 km ring road
 - Upgrading 17 km road
 - New infrastructure of 1 km
 - Bike path of 15,4 km
 - Construction of 13 civil structures (roundabouts)
 - Construction of 2 overpasses
 - Maintenance (regular, renewals, repairs)
- And financing

*Build
Design*

*Maintain
Finance*

Agenda



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- | | | |
|--------------|-------------------------|--|
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| 08:45 | Scope of the project | - Mr. Paul Kemp |
| 08:55 | Tender procedure | - Mrs. Swinda Dijkhoff and
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| 11:00 | Closing | - Mr. Ruben Goedhoop |

Tender Procedure

Mrs. ing. Swinda Dijkhoff, Project Leader Watty Vos
Boulevard of the Public Works (DOW)

Mrs. Marcelle van Valkenburg, Legal Advisor of the
Dutch Ministry of Infrastructure and Environment



Outline of the Tender Procedure

- Procedure used will be Competitive Dialogue
 - Aimed at finding the best solution for the project.
 - Open dialogue.
 - Candidates present their best solutions.
 - Candidates and Contracting Authority discuss and negotiate, confidential, in dialogue, optimisation of a solution.
- Tender procedure according to international standards:
 - transparency,
 - objectivity,
 - equal treatment
- Standardized tender process: detailed decree for legal guidelines of the competitive dialogue tender procedure.

3 Selection Phase

3.1 General

During the Selection Phase Candidates can qualify as participants in the Dialogue Phase. For this purpose, the Contracting Authority will evaluate Candidates that have submitted a request to participate **on the basis of the grounds for exclusion, suitability requirements and the shortlisting criteria to be submitted by Candidates** as described in this chapter.

The Candidate must fulfil the requirements set forth in this chapter and must completely **fill out the forms covered in schedule 2**. Incompletely filled out forms may lead to exclusion from (further) participation in the tender procedure.

3.2 Registration

Interested Parties can register, after which they will receive the Tendering Instructions. Interested Parties **can register with the Contracting Authority until April 9, 2014 by email** to the address indicated in *paragraph 1.3*.

The Contracting Authority will send the General Clarifications to be provided in connection with the Selection Phase to all registered parties.

3.3 Requests to participate

Candidates must **submit** their request for participation, stated “Project Watty Vos Boulevard” **on April 30, 2014 between 10:00 AM and 14:00 PM Noon (Aruban time)** to the Contracting Authority at office address indicated in paragraph 1.3. The Contracting Authority will provide Candidates **the opportunity to submit the request to participate at an earlier time**. To do so, Candidates are to reach agreement with the Contracting Authority **via email**.

A request to participate must consist of an original hardcopy of all documents to be submitted in accordance with the overview of the tabs included in schedule 2.1. In addition, **2 hardcopies of all original documents** must be included, as well as **electronic versions** in PDF format on one non-rewritable DVD or CD-ROM (CD or DVD recordable).

Requests to participate must comply in full with the model specified in *schedule 2.1* and must be signed by an authorised representative.

Requests to participate not received by the Contracting Authority within the time limit specified in this paragraph are invalid and will not be accepted by the Contracting Authority.

3.8 Demonstrating technical and organizational expertise

3.8.1 General

Candidates must provide proof that, either on their own or by relying on the technical and organizational expertise (experience) of one (or more) third parties, they fulfil the suitability **requirements cited in paragraphs 3.13 and 3.16**. Should a Candidate rely upon one or more third parties (Significant Subcontractors) the Candidate must then provide proof when submitting its request to participate that and the manner in which it is actually able to make use of the experience of the Significant Subcontractors. It is for this purpose that the model statement supplied in schedule 2.2 shall be completed and signed by the Significant Subcontractors.

3.8.2 Use of third parties: Significant Subcontractors

A Significant Subcontractor is considered to be a natural or legal person whose technical and organizational competence is relied upon by a Candidate to fulfil one or more requirements with regard to technical and organizational competence. Significant Subcontractors must actually be used in executing the Project.

3.8.3 Experience gained jointly

Candidates may only make use of experience that they directly or indirectly (through a Significant Subcontractor) acquired personally or jointly during the performance of work of relevance as viewed from the perspective of the suitability requirements laid specified in paragraph 3.13 and the shortlist selection criteria specified in paragraph 3.16. 17

3.10 Information to be submitted

Along with a request to participate, Candidates must submit the following information regarding the Candidates themselves, their Significant Subcontractors and Shareholders:

- a) **Request to participate including all the associated documents (schedule 2.1).**
- b) **Declaration(s) of availability of Significant Subcontractors (paragraph 3.8) including all the associated documents (schedule 2.2).**
- c) **Compliance Statement(s) (paragraph 3.11), including all the associated documents (schedule 2.3).**
- d) **Statement of financial and economic standing (paragraph 3.12) including all the associated documents (schedule 2.4).**
- e) **References regarding technical experience (paragraph 3.13.1) including all the relevant documents (schedule 2.5).**
- f) **References regarding project management experience (paragraph 3.13.2) including all the relevant documents (schedule 2.5).**
- g) **Reference(s) regarding project financing experience (paragraph 3.13.3) including all the relevant documents (schedule 2.5).**

A list of documents to be submitted is included in the overview of the tabs in schedule 2.1. At the time of submitting a request to participate no documents included in the submission may be more than six months old.

Minimum requirements

1. Standard exclusion grounds (§ 3.11)
 - Compliance Statement (§ 3.11.3 & schedule 2.3)
 - “Certificate of good conduct” (§ 3.11.4)
2. Financial and economic strength requirement
 - Capability of providing sufficient equity (§ 3.12.1 & schedule 2.4)
3. Technical and organisational expertise requirements:
 - Technical experience (par 3.13.1 & schedule 2.5)
 - Project management experience (par 3.13.2 & schedule 2.5)
 - Project finance experience (par 3.13.3 & schedule 2.5)

Minimum requirements (cont'd)

Financial and economic strength (3.12.1)

- a. Fill out schedule 2.4
- b. Demonstrate that the Shareholders are willing and able to provide the Candidate with a minimum amount of Afl. 15,000,000 to fund the Project
- c. The financial institution(s) must have a long-term issue credit rating of at least an investment grade issued by Standard & Poor's, Moody's, Fitch, or else a comparable credit rating issued by a similar internationally recognised independent rating agency

Minimum requirements (cont'd)

Technical and organisational expertise requirements:

Technical experience (3.13.1)

- Fill out schedule 2.5
- The Candidate must in the preceding five years have carried out at least one infrastructure project which complies with:
 - a) integral performance of the design and construction work
 - b) the total value of the design and construction work must amount to at least Afl. 50,000,000 (excluding Turnover Tax)
 - c) the construction work must have been completed

Minimum requirements (cont'd)

Technical and organisational expertise requirements:

Project management experience (3.13.2)

- Fill out schedule 2.5
- The Candidate must in the preceding five years have carried out the project management for at least one infrastructure project which complies with:
 - a. integral performance of the design and construction work
 - b. the total value of the design and construction work must amount to at least Afl. 50,000,000
 - c. the construction work must have been completed to an extent of 25%

[See paragraph 3.13.2 for the definition of project management]

Minimum requirements (cont'd)

Technical and organisational expertise requirements:

Project financing experience (3.13.3)

- Fill out schedule 2.5
- The Candidate must in the preceding five years have played an important role in at least one project, with a contract value of at least Afl. 50,000,000 in closing a project finance transaction between a project company and providers of debt, whereby the facilities available to the project company had a combined value of at least 50% of the contract value
- The experience may have been acquired on the part of the project company or on the part of the providers of external debt, also as financial advisers.

Shortlisting

- Minimum requirements/ selection criteria
- Shortlist of maximum 3 candidates – to be invited for next phase:
 - Based on reference projects regarding specific experience (§ 3.16 & schedule 2.6):
 - Selection criterion A:
Project management experience (§ 3.16.2)
 - Selection criterion B:
Project financing expertise (§ 3.16.3)

Selection criterion A:

Project management experience (3.16.2)

- Fill out schedule 2.6
- The Candidate must in the preceding five years have carried out the project management for an infrastructure project:
 - a. integral performance of the design, construction work and 5 years or more of maintenance work carried out under certified quality assurance (based on ISO-9001 or equivalent);
 - b. the total value of the design, construction work and 5 years or more of maintenance work must amount to at least Afl. 50,000,000
 - c. the construction work must have been completed to the satisfaction of the relevant client.

[See paragraph 3.16.2 for the definition of project management]

Selection criterion B:

Project financing expertise 3.16.3

- Fill out schedule 2.6
- The Candidate must show that the Candidate can actually call on the following experience in carrying out the Project:
- The Candidate must in the preceding five years have been the financial sponsor in a project, with a contract value to be paid by the client, of at least Afl. 50,000,000 in closing a project finance transaction between a project company and providers of debt, whereby the facilities made available to the project company had a combined value of at least 50% of the contract value.

Score to be obtained (3.16.4)

Total score Candidate = total amount of points + (total amount of points / number of submitted reference projects which meet selection criterion A and / or selection criterion B).

Amount of project(s)	Criterion A	Criterion B	Total amount of points (A+B)	Total score (according to abovementioned formula)
1	1	1	2	4
1	0	1	1	2
1	1	0	1	2
2	2	2	4	6
2	1	1	2	3
2	2	0	2	3
2	0	2	2	3
3	2	1	3	4
3	1	2	3	4
4	2	2	4	5

Indicative Timeline (1.7.1)

Selection Phase	
Circulation of Notice	February 14, 2014
Final date for submitting requests for clarification by Candidates	April 9, 2014
Final date to provide clarifications by the Contracting Authority	April 16, 2014
Submission of requests to participate	April 30, 2014
Assessment of requests to participate	May 2014
Invitation to participation in the Dialogue Phase and rejection of unselected Candidates	May 21, 2014
Term for safeguarding of legal rights of unselected Candidates (15 Calendar Days)	June 5, 2014
Dialogue Phase (3 Candidates)	
Final invitation to participate in the Dialogue Phase	June 9, 2014
Dialogue discussions	June – October 2014
Conclusion of Dialogue and establishment of DBFM Agreement	October 2014
Final Submission Phase (3 Tenderers)	
Invitation to Tender a Final Submission	October 29, 2014
Submission of Final Submission	November 12, 2014
Assessment of Final Submission	November 2014
Designation of the Preferred Tenderer	December 3, 2014
Term of safeguarding legal rights of unselected Tenderers (15 Calendar Days)	December 18, 2014
Financial Close Phase (1 Tenderer)	
Definitive Award / Contract Close	December 2014
Financial Close	September 2015

Coffee Break



Q&A Session



Closing

- Second information session:
 - March 20, 2014
 - Site visit in the morning. If interested please register before March 18, 2014 at **wvb@p3aruba.com**

Thank You

