

PROJECT SYNOPSIS

Grantee POC: Mr. Mario Dominguez, Director of Innovation, Ministry of Public Works, Physical Address: Ministerio de Obras Públicas, Paseo Andrews, Edificio 810, Piso 3, Oficina de Innovación, Panamá, Panama, Tel: +507 524-6231, Email: proposals@mop.gob.pa.

CODE IDENTIFICATION: 2020-91002A

PROJECT TITLE: Technical Assistance: Procurement Assistance Program for Panama: Phase III Procurement Advisors, provided under USTDA's Global Procurement Initiative: Understanding Best Value

POC: Anna Amaya, USTDA, 1101 Wilson Boulevard, Suite 1100, Arlington, VA 22209-3901, Tel: (703) 875-4357, Fax: (703) 775-4037, Email: RFPQuestions@ustda.gov. The deadline for submitting questions shall be April 15, 2020, 3:00PM, Local Time. The email subject line must read: "RFP Question: PROCUREMENT ASSISTANCE PROGRAM FOR PANAMA: PHASE III PROCUREMENT ADVISORS; 2020-91002A." Questions received by any other means shall not be accepted.

The Grantee invites submission of qualifications and proposal data (collectively referred to as the "Proposal") from interested U.S. firms that are qualified on the basis of experience and capability to provide technical assistance in the form of two senior procurement advisors ("Advisors") who will provide strategic, value-based procurement support to help the Grantee achieve value for money in publicly-funded infrastructure and transportation projects. The Contractor will support the Grantee as it takes on its new procurement responsibilities and prepares tenders for complex, high-value infrastructure projects in the public works and transportation sectors.

BRIEF PROJECT BACKGROUND AND DESCRIPTION OF GRANTEE:

USTDA is providing a grant to the Ministry of Public Works (MOP) ("the Grantee") as a third phase of the Procurement Assistance Program ("Program") for Panama under USTDA's Global Procurement Initiative: Understanding Best Value ("GPI"). The GPI is designed to educate public procurement officials in emerging markets about life-cycle cost analysis and best-value determination in public procurement in order to improve the quality and sustainability of public investments in emerging markets and level the playing field for greater international competition. For more information on the GPI, visit: www.ustda.gov/gpi.

The Grantee is a ministry of the Government of Panama that coordinates development and operational activities in the public works and infrastructure sector.

In December 2016, USTDA signed a three-year MOU with the Government of Panama (GoP), acting through the Directorate General of Public Procurement (DGCP). The goal of the GPI's partnership with DGCP and the GoP is to help the GoP obtain better quality and greater value for money from its public procurements through the use of life-cycle

cost analyses (LCCA) and best-value determinations, which will in turn increase competition for government tenders. The first activity under the partnership was a three-day GPI Workshop in Panama City in December 2016 and the second activity under the partnership was a Study Tour in February 2017. Under Phase III, USTDA is providing a grant to the Grantee for procurement advisory services from a U.S. firm (“Contractor”). The Contractor will provide two senior procurement advisors (“Advisors”) who will provide strategic, value-based procurement support to help the Grantee achieve value for money in publicly-funded infrastructure and transportation projects.

MOP is the government entity responsible for developing and implementing the construction and maintenance of public works projects in Panama. Among its functions is to manage, coordinate and oversee the creation of policies, plans, programs and budgets for construction and maintenance projects. The stated infrastructure priorities are to streamline the ministry, focus on key projects, and increase international competition in infrastructure works. Key projects include development of the coastline on the west side of the Canal near Panama Pacifico; a countrywide maintenance plan; and a revamping of the drainage system in Panama City. In addition to streamlining processes around public procurement at the ministerial and institutional levels, the Panamanian government is working on updating its laws to attract investment. All these opportunities are key areas that would bring MOP up to international procurement standards and provide a level and transparent playing field for international competition, making Panama a more attractive place to do business.

To facilitate the Grantee’s broad procurement responsibilities and strengthen its existing procurement functions, the Contractor will provide the Grantee with strategic procurement support that takes into account value-based procurement methodologies. The Contractor’s support should help the Grantee establish sound, quality-based, transparent procurement practices that contribute to the sustainability of infrastructure investments, support economic growth, and foster greater international competition.

BRIEF DESCRIPTION OF TA COMPONENTS:

The Advisors are to perform their duties in Panama, Panama over a period of 18 months and will report their progress to the Office of the Minister and will sit within the Office of Innovation within MOP. One Advisor (“Advisor – Procurement”) will provide overall strategic and policy direction for the PMO and the other advisor (“Advisor – Transportation”) will assist with tender documentation, technical specifications, and evaluation and award criteria for how to obtain greatest value. The Advisors’ duties will include: assessing existing procurement practices, assisting in the establishment of quality and cost-assessment procurement guidelines, supporting acquisition planning and market research, developing specifications and value-based evaluation criteria, including life-cycle cost analysis, and strengthening reporting structures between the Grantee and the DGCP. The Contractor will provide equipment and expenses as needed to perform the Terms of Reference, including, but not limited to, laptop computers, international travel, site visits related to the completion of the Terms of Reference, and lodging.

The U.S. firm selected will be paid in U.S. dollars from a \$992,720 grant to the Grantee from the U.S. Trade and Development Agency (USTDA).

A detailed Request for Proposals (RFP), which includes requirements for the Proposal and the Terms of Reference, are available from USTDA, at 1101 Wilson Boulevard, Suite 1100, Arlington, VA 22209-3901. To request the RFP in PDF format, please go to: <https://www.ustda.gov/businessopps/rfpform.asp>. Requests for a mailed hardcopy version of the RFP may also be faxed to the IRC, USTDA at 703-775-4037. In the fax, please include your firm's name, contact person, address, and telephone number. Some firms have found that RFP materials sent by U.S. mail do not reach them in time for preparation of an adequate response. Firms that want USTDA to use an overnight delivery service should include the name of the delivery service and your firm's account number in the request for the RFP. Firms that want to send a courier to USTDA to retrieve the RFP should allow one hour after faxing the request to USTDA before scheduling a pick-up. Please note that no telephone requests for the RFP will be honored. Please check your internal fax verification receipt. Because of the large number of RFP requests, USTDA cannot respond to requests for fax verification. Requests for RFPs received before 4:00 PM will be mailed the same day. Requests received after 4:00 PM will be mailed the following day. Please check with your courier and/or mail room before calling USTDA.

Only U.S. firms and individuals may bid on this USTDA financed activity. Interested firms, their subcontractors and employees of all participants must qualify under USTDA's nationality requirements as of the due date for submission of qualifications and proposals and, if selected to carry out the USTDA-financed activity, must continue to meet such requirements throughout the duration of the USTDA-financed activity. All goods and services to be provided by the selected firm shall have their nationality, source and origin in the U.S. or host country. The U.S. firm may use subcontractors from the host country for up to 20 percent of the USTDA grant amount. Details of USTDA's nationality requirements and mandatory contract clauses are also included in the RFP.

Interested U.S. firms should submit one (1) English and one (1) Spanish hard copy of the proposal to Mr. Mario Dominguez, Director de Innovación, Ministerio de Obras Públicas, Oficina de Innovación, Paseo Andrews, Edificio 810, Piso 3, Panamá, Panama, as well as an electronic copy via email to proposal@mop.gob.pa of both versions (PDF file) directly to the Grantee by 3:00pm, on May 15, 2020. Evaluation criteria for the Proposal are included in the RFP. Annex 6 does not need to be translated into Spanish. Price will not be a factor in contractor selection, and therefore, cost proposals should NOT be submitted. The Grantee reserves the right to reject any and/or all Proposals. The Grantee also reserves the right to contract with the selected firm for subsequent work related to the project. The Grantee is not bound to pay for any costs associated with the preparation and submission of Proposals.