



July 5, 2018

**To All Prospective Respondents**

**Request for Qualifications for the Design-Build-Finance-Operate-Maintain for Optimizing PRASA's Metering Infrastructure and Customer Service Experience**

**Addendum #1**

We make reference to the Request for Qualifications for Design-Build-Finance-Operate-Maintain for Optimizing PRASA's Metering Infrastructure and Customer Service Experience (“**RFQ**”) issued by the Puerto Rico Public-Private Partnerships Authority (“**Authority**”) on June 18, 2018.

The following information is included in this Addendum #1:

- I. Changes to the RFQ Document published on June 18, 2018,
- II. Responses to Requests for Clarifications / Information received
- III. Slide deck presented in the Pre-Submittal Conference Call (Attachment 1)

This Addendum #1, including Attachment 1, has a total of 38 pages.

**I. Changes to the RFQ Document published on June 18, 2018**

1. Table 1-1 has been modified as follows:

**Table 0-1: RFQ Phase Schedule**

<b>Date*</b>	<b>Activity</b>
<i>June 15, 2018</i>	Issuance of RFQ
<i>June 27, 2018</i>	Pre-Submittal Conference Call
<b>July 27, 2018</b>	Due date for Request for Clarifications (RFCs) related to Qualifications at 5:00pm (Atlantic Standard Time).
<b>August 3, 2018</b>	Last day for the PPP Authority to release responses to RFCs at 5:00pm (Atlantic Standard Time).
<b>August 17, 2018</b>	Qualification Documentation due to Authority
<b>August 27 – 31, 2018</b>	Proponents Interviews (tentative and subject to confirmation)
<b>September 7, 2018</b>	Shortlisted Proponents are Announced

*\* Subject to change*

**II. Responses to Requests for Clarifications / Information received from Prospective Respondents**

According to Section 1.5.1 of the RFQ, a Respondent may submit a request for clarification (“**RFC**”) to the Authority for explanation or interpretation of any matter contained in the RFQ. The Authority conducted a Pre-Submittal Conference Call related to the RFQ on June 27, 2018, by which a series of additional RFCs were submitted to the Authority. Answers to such RFCs are provided below. Capitalized terms not defined in this response take their meaning from the RFQ.

**RFC # 001**

**Section 1.3, regarding the Procurement Process for PRASA’s PPP Project, sets forth a July 20, 2018 deadline for submitting Qualification Documentation to the Authority. We consider that a one-month period is too short for a public-private partnership of this magnitude and to comply with the listed RFQ Requirements, particularly for international Proponents. One month will likely be insufficient time to get partners, subcontractors, negotiate agreements and memorandums of understanding, and prepare legal, financial and technical documentation. We recommend extending the time period to a minimum of two months.**

RESPONSE:

Date for submittal of Statements of Qualification (SOQ) has been postponed to August 17, 2018. Table 1-1 of the RFQ has been modified as stated in this Addendum.

**RFC # 002**

**Section 1.7, regarding Consortia Considerations and Rules, provides in part that a Proponent has the ability to add or substitute the Team Members of a Consortium, Joint Venture or Partnership shortlisted in the Procurement Process provided that written notice is given, and prior written consent obtained, from the PPP Committee. Please specify the following:**

- a. Until which date, may the Proponent change or introduce new Team Member, the RFP due date or a later date?**

RESPONSE:

Proponents may request approval to introduce a new Team Member or a change in team organization after qualified Proponents have been announced, but no later than 45 calendar days prior to the submittal of final Proposals to be submitted in response to the future Request for Proposals (RFP).

- b. Upon written notice from the Proponent, how many days will it take the PPP Committee to authorize a change or addition to the Team Members?**

RESPONSE:

The Partnership Committee will evaluate requests and respond within 15 calendar days.

**RFC # 003**

**Pursuant to Section 1.7, please clarify whether an entity's ownership of a non-controlling interest in another entity (because it is a minority shareholder and/or because it does not exercise control over the Board of Directors of the other entity) implies that the two entities are not related and can thus participate in the RFQ as two separate Proponents.**

RESPONSE:

As also stated in Section 1.7 of the RFQ: "A person or legal entity exercises control of another [entity] if it has the capacity to determine the outcome of

decisions about the other’s financial and operating policies (whether formally or informally).” Therefore, two entities with such relation cannot participate in separate Teams.

**RFC # 004**

**Under Section 1.7, please clarify whether, in the event that an international group is organized in a holding company, a Proponent member of the holding company may demonstrate its experience through technical and financial experiences of related companies (even if these companies are not Team Members in the Proponent consortium).**

**RESPONSE:**

Technical experience must be demonstrated through the experience and references of the companies included in the Proponent’s team.

**RFC # 005**

**Section 1.8, regarding Restricted Parties, lists as a Restricted Party (i.e. an entity that cannot participate in the PPP Process) “[a]ny key (first tier level) subcontractor to the abovementioned persons or entities currently providing services to PRASA related to those covered in the scope of services of the PPP Project.” For the sake of transparency, it would be preferable to provide a complete and specific list of Restricted Parties without limiting the relationship to the first-tier level.**

**RESPONSE:**

A final list of restricted parties will be published in a subsequent Addendum.

**RFC # 006**

**Subsection 1, regarding Relevant Project Experience, of Section 3.3, regarding Technical Qualification Requirements, provides that the only objective consideration of a Proponent’s experience is an auto-certification of experience and/or a certification subscribed by the Proponent’s clients. Please clarify whether this auto-certification is sufficient for the PPP Committee’s evaluation. Furthermore, taking into consideration the short timing, please specify how and when during the Procurement Process the PPP Committee will reach out to Proponents’ references in order to receive feedback.**

**RESPONSE:**

An auto-certification of experience is sufficient for the technical experience

request. Client references shall be provided, as stated in the RFQ (Section 3.3 and SOQ Form 5). The Partnership Committee reserves the right to contact Proponent's references at any time during the Procurement Process, although main queries will occur during the SOQ evaluation period.

**RFC # 007**

**In Subsection 2, regarding Minimum Experience Requirements, please clarify whether the prior working experience to be considered shall consist of the experiences of all of the Team Members or solely that of the Lead Partner.**

**RESPONSE:**

Requirements specific/limited to the Lead Partner have been identified. Unless otherwise specified/restricted in the RFQ, Proponent shall clearly state its experience and through which Team Member (s) experience it is claimed/demonstrated.

**RFC # 008**

**Section 3.3 lists the following as a minimum experience requirement: “[the Proponent] must have completed the installation and integration of at least two AMR/AMI systems with no less than 200,000 customer (point) connections.” In our international experience in water service operation, AMR/AMI systems that include 200,000 customer (point) connections are not very common and are normally limited to high volume water customers. To guarantee free competition in the RFQ process, we recommend reducing the AMR/AMI customers' requirements and/or extending the experience in AMR/AMI systems to other kinds of services (e.g. power distribution, gas distribution, etc.)? Considering the fact that in many Countries a customer/connection is a building and not per apartment unit, as is the case in Puerto Rico, is it possible to establish a ratio customer/habitant and to extend the experience requirement to habitants and not only customers?**

**RESPONSE:**

AMR/AMI project experience has been extended to include other utility service types including power and gas. However, such projects must be of at least 200,000 customer (point) connections. Using a ratio customer/habitant or extending experience requirement to habitants (instead of customers) is not allowed.

**RFC # 009**

**Under Section 3.4, regarding Financial and Insurance Qualification Requirements, please indicate whether the investment estimation of US \$300,000,000 in capital improvements comprises Zones 1 and 2 (as depicted in Section 2.2 regarding PPP Agreement Service Area Operations) or it is an investment estimation for each zone. Please indicate if the investment plan should consider a PPP contract term of 15 years as per stated on the Desirability and Convenience Study.**

**RESPONSE:**

The investment estimation includes both Zone 1 and Zone 2 (in other words, islandwide investment). The estimated PPP Contract Term to be considered is 15 years.

**RFC # 010**

**Pursuant to Section 4, regarding SOQ Requirements, in order to obtain a passing score (60% of the total score) in the technical qualification of the Proponents, the RFQ requires a 10 page document where the Proponent shall describe its understanding of the business, indicate the Key Staff to be employed, the organization chart to be implemented, detail each Key Members' experience, etc. Without access to a data room and without knowledge of PRASA's operations, we do not believe it is possible to comply with the qualification step of PRASA's water system operation within the given timeframe. For the sake of transparency, we believe that the only way to objectively qualify the Proponents is via technical certifications (Form 5), financial statements and legal requirements (Form 3).**

**RESPONSE:**

The information required in the 10-page document is related to the Team's composition and general approach as stated in Table 4-1. Proponent shall be more specific with respect to what operational data it deems necessary to be able to develop and present a SOQ-level approach definition. All SOQ Forms included in the RFQ will be used in the evaluation of the Proponents. Information included in SOQs will be objectively evaluated, scored and weighted.

**RFC # 011**

**Table 4-1 titled "Response Submittal Requirements" of Section 4.1, regarding SOQ Requirements, provides for a SOQ's compliance with the Act's requirements (listed in Section 3.2) as a basic condition for qualification. Section 3.2, regarding Requirements of the Act, sets forth in Subsection 1 that "Proponents that are corporations, partnerships, or any other legal entity, Puerto Rico or U.S. based, shall be properly registered or capable to**

**be registered to do business in Puerto Rico and the U.S. at the time of the submission of their proposals, and comply with all applicable Puerto Rico and U.S. laws and/or requirements.”**

**It is our understanding that international (i.e. non-Puerto Rican and non-U.S. entities) must be registered to do business in Puerto Rico at the time of winning a bid or executing the contract and not at the moment of submitting the Proposal. In order to guarantee compliance with Subsection (1) of Section 3.2, the PPP Authority may require as an additional SOQ document (in the form of a sworn statement or declaration) a certification from the Proponent providing that at the moment it is awarded a bid for the PPP in question or prior to executing an agreement, the Proponent shall be a duly authorized legal entity in compliance with applicable Puerto Rico and U.S. Laws.**

RESPONSE:

The Proponent shall state in its SOQ that it has the intention of complying with all legal requirements (including registration requirements) necessary to enter into a P3 Contract for the execution of the services being procured. The deadline to comply with such registrations will be defined in the RFP phase.

**RFC # 012**

**Under Section 4.1, please indicate whether, for International companies, a simple translation of the last three (3) years’ financial statements is sufficient. For large groups, the audited consolidated financial statements exceed the 5-page limit imposed in Table 4-1 (Financial Qualifications). Please indicate whether audited consolidated financial statements longer that exceed the 5-page limit will be accepted.**

RESPONSE:

As stated in the RFQ, Section 4.1, supporting documentation, such as financial statement is not included in the five-page limit. A simple translation is acceptable.

**RFC # 013**

**Pursuant to Section 4.1, Financial Qualification is weighed as 40% of the total score. We recommend that an objective evaluation by the PPP Committee must include a range of topics, such as adequacy of equity, profitability, debt to equity ratio, etc.**

RESPONSE:

The criteria to evaluate financial qualifications is included in Table 4-1. The Partnership Committee will objectively evaluate the qualifications and will apply scoring and

weighting as stated in Section 3.5.

**RFC # 014**

**For documents not originally in English, please indicate whether a simple translation without legalization is sufficient for RFQ purposes.**

RESPONSE:

A simple translation is accepted.

**RFC # 015**

**Will this presentation be made available to the participants after the call?**

RESPONSE:

The presentation is included with this Addendum as Attachment 1.

**RFC # 016**

**Can a company that manufactures an AMI system, but does not provide other services included in the project scope, be qualified independently for supply of the AMI system?**

RESPONSE:

A technology supplier must partner with other companies in order to be qualified. However, as stated in Section 1.7, technology suppliers may participate in more than one Team.

**RFC # 017**

**There is a point system for the economic soundness of the company. Can you please explain how points are awarded?**

RESPONSE:

The point awarding process will follow the evaluation criteria in Section 3.5 of the RFQ. Evaluations will be performed by the Partnership Committee on each financial qualification evaluation requirement.

**RFC # 018**

**Can PRASA provide a list of other companies that attended this call, for the purposes of working with them to form partnerships?**

RESPONSE:

The Companies that registered for the Pre-Submittal Conference Call are the following (listed in alphabetical order):

<b><u>Registered Participants</u></b>	
Accepta LLC	Honeywell
Acciona (Spain)	IBT AMI Solutions, LLC.
ACCIONA Agua S.A	Indusa, Inc.
Acciona Infrastructure (USA)	Inframark
ACEA International	Jacobs
Aclara	Klaro Solutions
Aqualia	Renatus Advisors
ARES MANAGEMENT LLC	RTS Water
Atkins Caribe, LLP	Stonepeak Infrastructure Partners
Badger Meter, Inc.	SUEZ Advanced Solutions
Black & Veatch	Truenorth Corporation
CH Caribe Engineers, PSC/Jacobs	UBS Financial Services Inc.
Environics Group	VEOLIA NORTH AMERICA
FCC Aqualia	Water Systems Optimization Inc.
GP Strategies Corporation	Water Works Suppliers Corporation

**RFC # 019**

**As an extension to question one, is answer applicable to the three services requested as well, in other words, cradle to grave is a must.**

**RESPONSE:**

[Question referenced is RFC #016]

The Proponent must provide all the service listed in the scope of work included in Section 2 of the RFQ.

**RFC # 020**

**Does the JV need to be formalized and registered to do business in Puerto Rico beforehand, or are partnership agreements okay to form a Team?**

**RESPONSE:**

The Proponent shall state in its SOQ that it has the intention of complying with all legal requirements (including registration requirements) necessary to enter into a P3 Contract for the execution of the services being procured. The deadline to comply with such registrations will be defined in the RFP phase.

**RFC # 021**

**Can a corporation use references from similar projects from companies of the same group, or they need to be added as a team member?**

**RESPONSE:**

References presented and used to claim experience must be of companies included in Proponent's team.

**RFC # 022**

**Due to complexity of project, is PRASA considering extending timeline and due dates?**

**RESPONSE:**

Date for submittal of Statements of Qualification (SOQ) has been postponed to August 17, 2018. Table 1-1 of the RFQ has been modified as stated in this Addendum.

**III. Slide deck presented in the Pre-Submittal Conference Call (Attachment 1)**



Autoridad de Acueductos y Alcantarillados  
GOBIERNO DE PUERTO RICO

# Optimizing PRASA's Metering System and Customer Experience

Pre-Submittal Conference Call  
June 27, 2018

A PRASA Public-Private Partnership Project



# Disclosure

This presentation summarizes certain aspects of the Request for Qualifications (RFQ) for the Optimizing Puerto Rico Aqueduct and Sewer Authority's (PRASA) Metering System and Customer Experience Project. Participation in the call is not mandatory and will not affect your firm's ability to participate in the RFQ Process. Potential Respondents should carefully review the full RFQ in preparing their Statements of Qualifications (SOQs).

This document is for informative purposes only and does not constitute an offer to sell or an offer to enter into a contract. It is a summary of certain matters for discussion only. You may not rely upon this document in evaluating the merits of a project, investment venture, or any business referred to herein. This document does not constitute and should not be interpreted as either a project recommendation, investment advice or any other recommendation including legal, tax or accounting advice.

Future results are impossible to predict. Opinions, figures, estimates and market trends offered in this document constitute a preliminary assessment and are subject to change without notice, which are based on current market conditions and should not be relied upon without further assessment and verification. This presentation may include forward-looking statements that represent opinions, estimates and forecasts, which may not be realized.

This document does not contain a commitment from the Government of Puerto Rico, PRASA and/or the Puerto Rico Public-Private Partnerships Authority or any of its instrumentalities nor imposes any obligation.

# Agenda

- Introduction
- Overview of RFQ and Procurement Process
- Project Description
- Qualifications Requirements & Evaluation Criteria
- SOQ Requirements and Procedure

# Introduction

# Participants in the Call

## Puerto Rico Aqueduct & Sewer Authority

- Eli Diaz-Atienza, Executive President
- Ryan Arrieta, Vice-President of Strategic & Corporate Planning

## Puerto Rico PPP Authority

- Cesar Campillo, CFO and Project Manager

## Project Advisory Team

- Gretchen Gonzalez, Arcadis
- Edwin Gonzalez, CPM

# Rules of the Conference Call

- The call will focus on aspects of the RFQ.
- 20-30 minutes presentation followed by questions and answers.
- Questions should be submitted in writing via the Zoom chat to the presenter (CPM Meeting Center).
  - Chat of the Zoom system is located at the bottom of your screen.
  - Questions can be submitted during the presentation but they will be answered at the end of the presentation.
- Participants are in mute except presenter. Ensure you are muted on your end. Callers from regular phones will not be able to ask questions.
- The conference call is scheduled to last one hour.
- The presentation, questions and answers will be made public.

# **Introductory Remarks from the Executive President**



**Eng. Eli Diaz-Atienza, Esq.  
Executive President  
Puerto Rico Aqueduct and Sewer Authority**



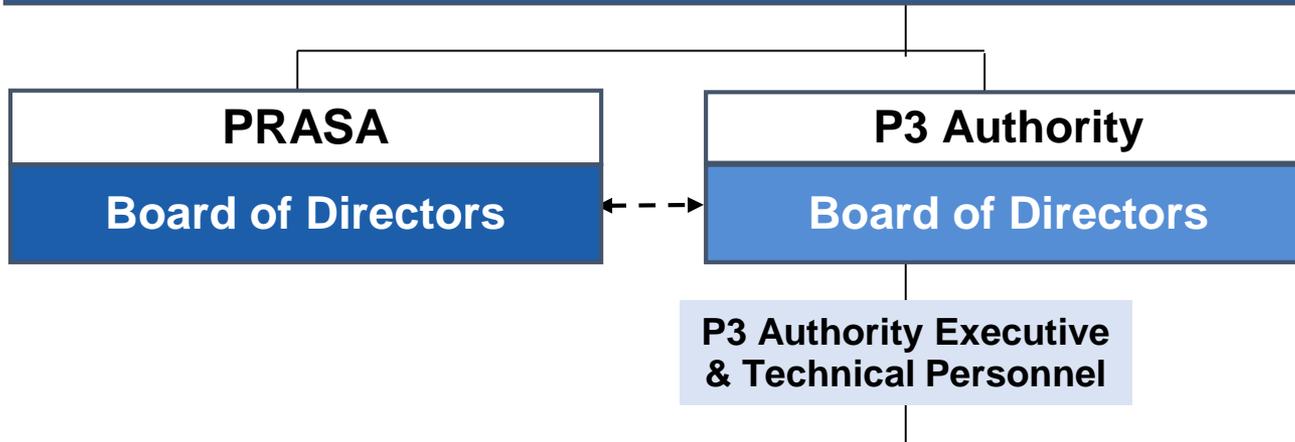
# **Overview of RFQ & Procurement Process**

# P3 Authority Overview

- The *Public-Private Partnership Act* approved in 2009, as amended states that the public policy of the Government of Puerto Rico is to:
  - Favor and promote the establishment of Public-Private Partnerships (P3s),
  - Further the development and maintenance of infrastructure facilities,
  - Improve the services and the functions of the Government,
  - Encourage job creation and promote Puerto Rico's socio-economic development and competitiveness.
- The P3 Authority was created by the Act and its mission is to manage the procurement processes for P3 projects in Puerto Rico

# Procurement Governance Structure

## Governor or Delegate



## Partnership Committee (“PPP Committee”)

### 5 Members:

- 1 Director or delegate of Puerto Rico Fiscal Agency & Financial Advisory Authority (FAFAA),
- 1 Government Official from the Participating Entity with responsibility over the Project,
- 1 Member of the Board of Directors of the Participating Entity,
- 2 Government Officials with Project expertise selected by the P3 Authority Board of Directors

### FUNCTIONS

- Decision making committee overseeing procurement process,
- Qualifications Process,
- Evaluation and selection of bidders,
- Establish the basic terms and conditions of Project Agreement, and
- Report full process through a Partnership Report.

# Functions of RFQ

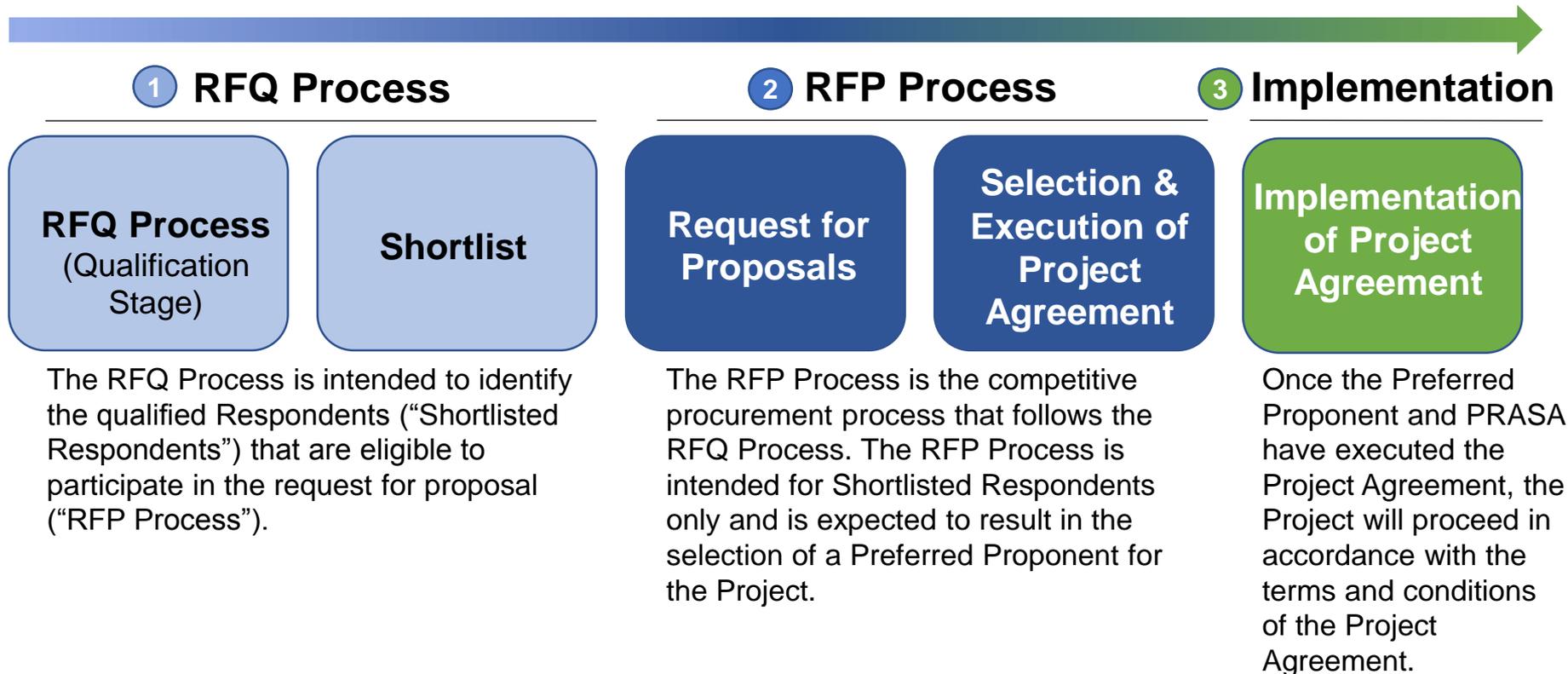
**The objective of the RFQ is to help the PPP Committee shortlist the best qualified Respondents. Nevertheless, the PPP Committee, in evaluating Respondents, may disqualify a Respondent if the Respondent:**

- a) may be treated as ineligible to submit a proposal on one or more grounds specified in Section 6 of the Regulation for the Procurement, Evaluation, Selection, Negotiation, and Award of Participatory Public-Private Partnerships Contracts under Act No. 29-2009, as amended (Regulation);
- b) fails to satisfy the standards established by the PPP Committee with respect to the Respondent's required financial condition, or technical or professional ability and experience (as discussed in Section 4 of this RFQ); or
- c) fails to comply with the requirements of Articles 9(a) (Applicable Requirements and Conditions for those who wish to be considered as Respondents) and/or 9(d) (Consortia) of the Act, as applicable.

**The PPP Committee reserves the right to qualify a limited number of Proponents to arrive at a shortlist of Proponents to allow for an orderly procurement.**

# Process & Schedule

The procurement process for this PPP Project includes the issuance of this RFQ and, subsequently, the issuance of a Request for Proposals (“**RFP**”) to qualified Proponents.



# Process & Schedule (cont.)

The P3 Authority expects the following schedule for the qualification of prospective Respondents:

RFQ SCHEDULE	
<b>June 18, 2018</b>	Date of issuance of RFQ.
<b>June 27, 2018</b>	Pre-Submittal Conference Call
<b>July 6, 2018</b>	Due date for Requests for Clarifications at 5:00pm AST
<b>July 13, 2018</b>	Last day for PPP Authority to release responses to request for clarification (RFCs).
<b>July 20, 2018</b>	Due date for Qualifications no later than 5:00pm AST.
<b>July 23-27, 2018</b>	Proponents interviews (tentative and subject to confirmation).
<b>August 3, 2018</b>	Estimated date for Shortlisted Proponents to be announced.

# Restricted Parties

- Directors, officers, partners, employees and persons or legal entities to Restricted Parties are not eligible to participate as Team Members, or advise any Team Member, directly or indirectly, or participate in any way.
- Each Respondent will ensure that each Team Member does not use, consult, include or seek advice from any Restricted Party.
- Authority can add additional parties to the list of Restricted Party.

## Project Advisory Team



Technical Advisor PRASA



Financial Advisor PRASA



Management Consulting/Technology  
Advisor PRASA



Local Counsel PRASA



Legal Counsel P3 Project



Procurement Advisor P3  
Authority



Local Consul P3  
Authority

# Project Description

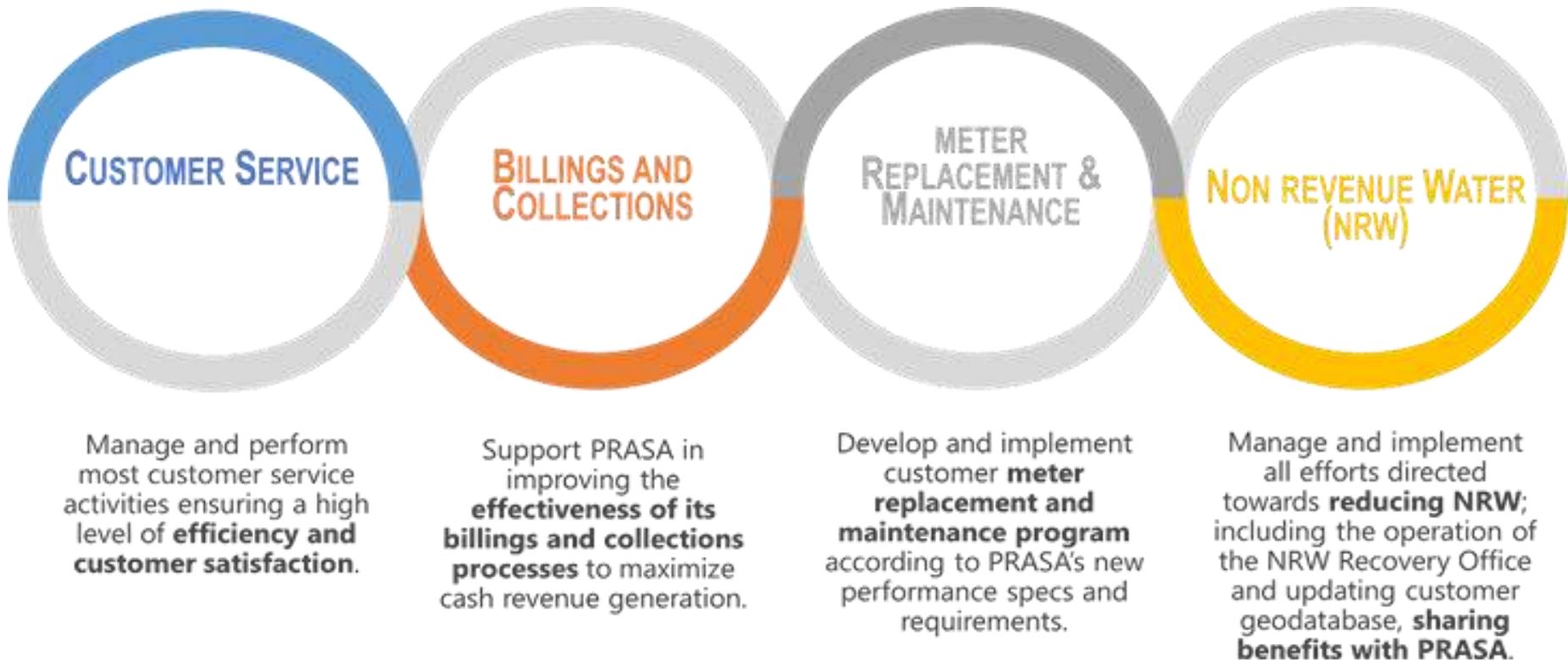
# PPP Project Objectives

The project seeks to achieve the following objectives:

1. Reduction of water losses
2. Re-engineering of PRASA's commercial activities and services
3. Modernization of PRASA's assets and implementation of technological solutions through private investments
4. Improvement of the water system planning and water resources conservation practices
5. Improvement of customer experience and empowerment of PRASA's customers leveraging technology and digital advancements

# Project Overview

- **Scope of services sought through the PPP Project include:**



**Scope of service is divided in three service Categories: A, B, and C**

# Category A Services:

- **Category A scope of services includes the activities related to the operation, and maintenance of PRASA's customer service activities.**
- Services include day to day activities related to PRASA's commercial activities including, but not limited to:
  - Operate, manage and maintain commercial offices.
  - Rehabilitate existing commercial offices, as necessary; and relocate, optimize or develop new commercial offices based on population analysis and optimization plan (to be prepared by Contractor).
  - Receive, address, and respond to customer service requests, which may include potable water and sanitary sewer service connection requests, invoice claims, metering issues, etc.
  - Provide customers with detailed consumption information.
  - Provide advanced metering services.
  - Read customer meters, both active and inactive accounts.
  - Revise and optimize PRASA's meter reading routes, reading frequency and billing schedule.
  - Provide billing services support (technology).
  - Collect field data for the updating of the geo-referenced database using Geographic Information System ("**GIS**"), and PRASA's customer database.
  - Prepare and distribute written communications to customers.
  - Provide collection services support.

# Category A Services (Cont.)

- Identify delinquent accounts, determine and execute a collection method.
- Perform both field work and office work for service suspensions, disconnections, and reconnections for all types of accounts, except government accounts.
- Identify and address unauthorized consumption (theft).
- Identify properties not connected to the existing water distribution system within that area.
- Identify illegal potable water service interconnections between nearby properties.
- Maintain meters and meter boxes (meter, box and lid replacements are included in Category B scope).
- Perform periodic calibration tests to meters as per the applicable standards and manufacturer's specifications.
- Correct leaks that occur in meter boxes (i.e., meter leaks, valve leaks, etc.).
- Address PRASA's pending backlog of all commercial and customer service activities.
- Support PRASA on the revision of Customer Service (CS) Protocols. Revision of procedures is to be performed by PRASA; however, the Contractor may serve as advisor during this process.
- Support PRASA in NRW reduction efforts by addressing and mitigating commercial losses and unauthorized consumption.
- Monitor reduction of commercial losses and report to PRASA.
- Identify illegal connections to the wastewater system.
- Identify properties that have not been connected to the existing sanitary sewer system.

# Category B Services

The Category B scope of services is comprised of specific field (construction) services which are not part of regular customer activities and services.

These services include, but are not limited to, the following activities related to unit price activities:

- Meter replacements not under warranty (i.e., theft, tampering, force majeure).
- Non-Residential meter box replacements.
- Rehabilitation of water service line connections.
- New water service line connections for new individual customers, subdivisions, and temporary connections (excludes tapping to main pipeline).
- Meter quality assurance as per the most current American Water Works Association (“**AWWA**”) or international standard.
- New sanitary sewer system service connection (excludes tapping to main pipeline).
- Permanent disconnection of water service line.
- Additional customer service activities that PRASA may require support from the Contractor from time to time.

# Category C Services

- The Category C scope of services includes the following activities related to Technology Improvements including, but not limited to:
  - Meter replacements (must meet technical specifications provided by PRASA).
  - The development and implementation of an Advanced Metered Reading/Advanced Metered Infrastructure (“**AMR/AMI**”) Implementation Plan, implementation and integration services for an AMR/AMI system. PRASA expects that the best effort is made to implement AMI system island-wide, with AMR being the second choice in case AMI is not feasible.
  - The development and implementation of a NRW Reduction Plan for real (physical) losses, which includes, but is not limited to, leakage management, implementation of a district metered areas (“**DMAs**”) program, and installation services and construction services for the development of DMAs within the corresponding Service Area. DMAs shall be based on a mass balance analysis of the service area with the support of PRASA’s NRW team.
  - Support PRASA with virtual offices, web-based customer service applications, and mobile phone app.
  - Financing of all Category C services (technology improvements).

# **Qualifications Requirements & Evaluation Criteria**

# Selection Criteria Process

Evaluation Criteria Element	Description	Weight %
<b>Technical Capabilities</b>	<ul style="list-style-type: none"> <li>• Demonstrate ability to undertake the PPP Agreement.</li> <li>• Describe the depth of the technical, development, and management resources.</li> <li>• Proponent’s key project staff and qualifications and approach to staffing.</li> <li>• Include an organizational chart showing key positions and any subcontracts.</li> <li>• Current and/or anticipated business arrangements with Local Parties.</li> <li>• Completed RFQ Forms.</li> </ul>	<b>60%</b>
<b>Financial Capabilities</b>	<ul style="list-style-type: none"> <li>• Provide financial information that demonstrates financial stability and capacity to implement the scope of services of the Project. Provide SEC filings or audited financial statements.</li> <li>• Provide specific evidence demonstrating ability to raise financing.</li> <li>• Show ability to secure a LOC in the amount of \$10 million. Submit SOQ Form 6.</li> <li>• Provide evidence of coverage, or evidence of the ability to secure insurance coverage at the limits indicated in the RFQ.</li> </ul>	<b>40%</b>
<b>Compliance with Requirements of the PPP Act</b>	<ul style="list-style-type: none"> <li>• SOQ should satisfy the PPP Act’s requirements in the areas listed in Section 3.2.</li> <li>• Submit SOQ Form 1 – In the case of a JV or Team, form must be submitted for each Team Member.</li> </ul>	<b>Pass or Fail</b>

# **SOQ Requirements and Procedure**

# Submittal Requirements

- All SOQs must be prepared in English and follow the outline in Section 4.1 of the RFQ.
- The page limits indicated in RFQ do not apply to the supporting documentation.
- Additional information not specifically related to the Project or the RFQ should not be included.
- All questions or requests for information regarding this RFQ should be directed to the PPP Committee Representative via e-mail to: [rfq-prasa@p3.pr.gov](mailto:rfq-prasa@p3.pr.gov)
- Please do not contact any officials or related parties of the Sponsors in any manner (such contact may serve as grounds for disqualification).
- **The Respondents shall submit five (5) original hard copies and two digital copies in portable document format (“PDF”) included on two separate compact discs (“CD”).**



# Questions & Answers

# Next Steps

- This presentation and questions and answers will be made public by posting on the PPP Authority website: [www.p3.pr.gov](http://www.p3.pr.gov)
- Deadline for Request for Clarifications is July 6, 2018, at 5pm AST.
- Deadline for responding to the RFQ is July 20, 2018, no later than 5pm AST.