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9 **Minutes of Pre-Bid Conference**

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11 **Procurement of Consulting Services for the Financial Valuation of the**
12 **Casecnan Multi-Purpose Project**
13 **(Project Reference No. 2021-PB-CS-FVCMP-029-01)**

14
15 Present:

16 **Bids and Awards Committee (BAC)**

17 Mr. Glenn B. Santos	Chairperson
18 Atty. Glenda Leah A. Caringal	Vice-Chairperson
19 Atty. Frederick R. Tamayo	Member
20 Mr. Edgar C. Cabrera	Member
21 Mr. Ronald V. Siquioco	Member
22 Mr. Rey Evince R. Valencia	Member-Alternate

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24 **Technical Working Group (TWG)**

25 Mr. Ronald V. Conquilla	Chairperson
26 Atty. Emil S. Cuyugan	Member
27 Atty. Krizia Yvette O. Fabico	Member
28 Ms. Virgie C. Reyes	Member
29 Mr. Ralph Alwin M. De Jesus	Member
30 Ms. Amhina Mae M. Ducusin	Member

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32 **BAC Secretariat**

33 Mr. Rommel R. Oira	Head
34 Ms. Maria Anna R. dela Cruz	Member
35 Mr. Caesar R. Antonio	Member
36 Ms. Annaliza C. Lopez-Cruz	Member
37 Ms. Mary Grace E. Catarin	Member
38 Ms. Aya N. Jacildo	Member

39 **Bidder**

40 Ms. Maria Angelica Fernandez	Isla Lipana/PwC Philippines
41 Mr. Gabriel Magno	Isla Lipana/PwC Philippines
42 Mr. Mark Kevin Perez	Isla Lipana/PwC Philippines
43 Ms. Giselle Lim	Isla Lipana/PwC Philippines
44 Mr. Sider Tarin	Isla Lipana/PwC Philippines
45 Ms. Joane Salansan	Asian Appraisal Co., Inc. (subcontractor of PwC Phils.)

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47 **Observer**

48 Ms. Zelinne A. Tuaño	HRASD Representative
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55 The Pre-Bid Conference for the Procurement of Consulting Services for the
56 Financial Valuation of the Casecnan Multi-Purpose Project (“the Project”), held via
57 ZOOM Cloud Meetings APP, was called to order at 11:36 AM on 15 July 2021, and
58 was presided by the BAC Chairperson, Mr. Glenn B. Santos.

59
60 **1. Business Matters:**

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62 The BAC Chairperson welcomed the presence of the representatives of the
63 shortlisted bidder, Isla Lipana/PwC Philippines as well as its subcontractor for
64 land valuation, Asian Appraisal Company, Inc. (AACI), and afterwards
65 introduced the members of the BAC, TWG and BAC Secretariat.

66
67 The BAC Chairperson asked the BAC Secretariat if there is a quorum, to
68 which the BAC Secretariat replied in the affirmative.

69
70 The BAC Chairperson asked the BAC Secretariat if observers were invited.
71 The BAC Secretariat replied that invitations to observe the proceedings and the
72 Zoom meeting details were sent to the Commission on Audit and other
73 observers from the private sector and non-government organization, but no
74 representative attended the proceedings except the representative from the
75 HRASD.

76
77 The BAC then proceeded with the Pre-Bid Conference.

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79 **2. Presentation of the Bidding Document and Clarification from the Bidder**

- 80
81 ○ The TWG presented and discussed the template provisions of the Bidding
82 Documents based from the GPPB documents side-by-side with the specific
83 instructions or requirements of PSALM (e.g., Bid Data Sheet, Special
84 Conditions of Contract, etc.).
- 85
86 ○ On Clause 6.1 on Subcontracting, Ms. Lim of Isla Lipana/PwC Phils. clarified
87 whether the approval of its subcontractor in the Eligibility stage applies
88 during the bidding stage, to which the TWG replied that they will study the
89 proposal of Isla Lipana in the eligibility documents and will inform Isla
90 Lipana/PwC of the updates.
- 91
92 ○ On ITB Clause 17.3 regarding the submission of the bid (technical and
93 financial proposal), Ms. Lim clarified that they will not be required anymore
94 to submit hardcopies since submission, as done for the eligibility documents,
95 will be in electronic copy, which the TWG affirmed.
- 96
97 ○ On the rating of the experts of Isla Lipana during the eligibility/shortlisting,
98 Ms. Lim of Isla Lipana/PwC inquired if the detailed ratings for their key
99 personnel/ experts as well as the ratings for other criteria can be provided,
100 the TWG replied that they will confirm with the BAC if the detailed ratings
101 can be provided.
- 102
103 ○ On the SCOPE OF SERVICES, Ms. Lim clarified if the financial valuation will
104 be centered on an “as-is, where-is” basis or there are other scenarios which
105 were not specified in the TOR. The TWG explained further that compared to

106 the financial valuation done by the same shortlisted consultant on the
107 Malaya Thermal Power Plant (MTPP), the Casecnan Hydroelectric Power
108 Plant is an operating plant compared to MTPP which is a must-run plant. The
109 TWG clarified that aside from the valuation on the enterprises/business
110 valuation and the physical site, Isla Lipana/PwC can still set scenarios other
111 than which are not specifically specified in the TOR and can consider other
112 valuation methodologies which the consultant can add for the optimal
113 valuation of the asset. TWG further explained that the contractor's report is
114 subject to review by the TWG.

- 115
- 116 ○ On Capacity Building, Ms. Lim of Isla Lipana/PwC Philippines, inquired if the
117 training can be done virtually or online to the PSALM staff. The TWG replied
118 that after the presentation to the Board which will happen most probably
119 next year, TWG cannot decide as of the moment if the training can be
120 conducted through face-to-face or via online. Isla Lipana mentioned that the
121 cost of holding the training will form part of their financial proposal. The
122 HRASD Manager, however, stated that as of now, all trainings are being
123 conducted online. The TWG further opined that as long as all relevant
124 information and the objectives of the training can be delivered, it can be
125 held online or virtually.
 - 126
 - 127 ○ Ms. Lim asked for the design of the Casecnan as a multi-purpose project.
128 The TWG informed the consultant that Casecnan, as a multi-purpose
129 facility, provides irrigation to the Tarlac/Nueva Ecija areas but this would
130 come after the water from upstream is used first for the power plant to
131 provide electricity, then the excess water for irrigation. Ms. Lim followed-up
132 with the concern of its subcontractor holding the site visit at the asset. The
133 TWG then informed its subcontractor for land valuation that they will be
134 allowed access to the facility provided that they would comply with the
135 minimum health standards by both the LGU and the power plant. The TWG
136 can facilitate the site visit.
 - 137
 - 138 ○ On Clause 2.1 on Financial Valuation of Casecnan (item c) under Scope of
139 Services, Ms. Lim if the financial model on electricity market forecast be a
140 separate report to which the TWG replied that it can be a separate sheet to
141 which the TWG will evaluate and will ask from the consultant if the TWG
142 needs further clarifications.
 - 143
 - 144 ○ On the same clause for items (d) and (g), Ms. Lim asked if this is separate to
145 which the TWG replied that it can be integrated in the report.
 - 146
 - 147 ○ On the required form for TPF 8 under Table B. Completion and Submission of
148 Reports, Isla Lipana inquired if there is a timeline to be followed to which
149 the TWG explained that internally, there is a timeline, but they will discuss
150 if they can share with Isla Lipana for their reference.
 - 151
 - 152 ○ Isla Lipana inquired if they will be required to submit two Omnibus Sworn
153 Statement (OSS), as principal consultant and its subcontractor to which the
154 TWG replied that they will require two separate submissions for the OSS.
155 Same holds true for the submission of two separate Secretary's Certificate

156 (SC) which both can use their own format, in the absence of a template, as
157 long as the SC complies with the requirements of the Bidding Documents.

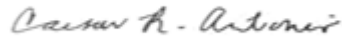
- 158
- 159 ○ The TWG reminded the consultant to submit documents that need to be
160 notarized should be notarized.
 - 161
 - 162 ○ On the submission of FPF 5, the Vice Chairperson stressed that in the 5th and
163 6th columns, the consultant should put a dash (-) or zero (0) upon
164 submission.
 - 165
 - 166 ○ On the issue of “supporting documents” to be submitted for the
167 subcontractor, Isla Lipana asked what documents would be considered as
168 such. The Vice Chairperson clarified that in the “technical proposal”, all the
169 forms required from FPF 1 to 8 should be included as well as the OSS and
170 the SC, but in the “financial proposal” same provisions hold true with the
171 additional document or statement showing the amount to be subcontracted
172 should not exceed 20% of the total contract price.
 - 173
 - 174 ○ On the question of submitting a separate SC by the subcontractor, the Vice
175 Chairperson clarified that aside from designating such person to be the
176 authorized representative, other representations are enclosed such as
177 statement that the entity is not blacklisted in joining any government
178 procurement activity, the subcontractor shall submit its own documents and
179 that the HoPE has the right to check the validity of the submitted
180 documents, that is why the subcontractor shall submit a separate SC.
 - 181
 - 182 ○ On the request for extension of the submission of bids, Isla Lipana requested
183 that it be done from 27 July 2021 to 30 July 2021. The TWG replied to
184 formally submit its request for the extension. TWG also informed the
185 consultant that the necessary Supplemental Bid Bulletin (SBB) will be issued
186 if there will be changes to the Bidding Documents. The Vice Chairperson also
187 informed the consultant that they can request for the minutes of the Pre-Bid
188 Conference for its reference.
 - 189
 - 190 ○ The TWG also reminded Isla Lipana to submit Annexes A (similar projects), B
191 (relevant projects) and C (ongoing projects) for the listed projects, for
192 proper classification of the projects in order to facilitate the evaluation.
193 However, if the requirements/details are already incorporated in the
194 submission of TFP 2, then it has complied with the requirements of the
195 Bidding Documents.
 - 196
 - 197 ○ The Vice Chairperson further clarified that during the bid submission, the
198 technical and financial proposals will be both submitted but the opening of
199 the technical proposal will be opened first. The financial proposal envelope
200 will be opened on a separate date.
- 201

202 3. Adjournment:

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204 Thereafter, having no other matters to be discussed, the Pre-Bid Conference
205 was adjourned at 01:32 PM.

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Prepared by:



CAESAR R. ANTONIO
BAC Secretariat Member

Reviewed by:



ROMMEL R. OIRA
BAC Secretariat Head

Approved by:



GLENN B. SANTOS
BAC Chairperson

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