



**Asia-Pacific
Economic Cooperation**

爭取國際開發銀行及 其貸款計劃

商機

2018.11.30

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結語



Asia-Pacific
Economic Cooperation

國際貸款機構

International Lending Agencies

Multilateral

- WB (世銀)
- ADB (亞銀)
- EBRD (歐銀)
- CABEI (中美洲經濟整合銀行)

Bilateral (including ODA)

- JBIC, JICA (日銀、日本國際協力機構)
- KOICA (韓國國合會)
- ICDF (我國國合會)
- KFW (德國復興銀行)

.....



Multilateral Development Banks (MDB)

- World Bank – \$307.3 billion
- Asian Development Bank – \$125.9 billion
- European Bank for Reconstruction and Development – €56.2 billion (\$65.3 billion)
- Central American Bank for Economic Integration – \$9.2 billion
- ...
- ...

Grant/Loan Project Procedure

Project Preparation

- Fact finding
- Pre-appraisal
- Appraisal
- Loan Negotiation
- Report and Recommendation of the President
- Signing of Loan Agreement

Project Execution

Review Mission

- Loan Covenant, Progress, Quality

Project O&M and PBME

Loan Closing

Business Opportunity from Grant/Loan Projects ^(1/2)

Bank (International Lending Agency) Recruits

Technical Assistance Consulting Assignments

- Project preparation
- Advisory and Regional TA

Staff Consulting Assignments

- Project preparation
- Project Evaluation
- Others

Other Consulting Services

- 'In-house' required (e.g. IT Project, building services, etc.),
- internal training,
- auditing,
- institutional/organizational reviews etc.



Business Opportunity from Grant/Loan Projects (2/2)

Borrower (Executing Agency, EA) Recruits

Individual Advisor/Consultant

- Advisory Services

Consulting Firms

- Basic Design
- Detailed Design
- Construction Supervision
- Project Evaluation
- Others

Construction Company

- Civil Works
- M&E Works

Material and Equipment Suppliers

Sinotech's Projects in Indonesia

Type of Project	Financial Sources				
	IBRD	ADB	OECF/ JBIC	Others (JICA/KFW/ TW Red Cross, etc)	Private Sector
Water Resources Development	15	11	17	1	
Urban Planning and Infrastructure Development	7	7	2	2	4
Highway and Transportation		1		3	
Rural and Agricultural Development	2	7		3	
Power Development	2		1		3
Sum	26	26	20	9	7

Type of Biddings

- **Direct Appointment**
- **Limited Bidding**
- **International Competitive Bidding**
- **Local Competitive Bidding**

PROCUREMENT GUIDELINES

APRIL 2015

Sequences of Biddings

Advertising - EOI (Express of Interest)

PQ (Pre-qualification)

- Financial Status
- Proposed Associate Members
- General Experiences
- Related Experiences
- Equipment List
- Professionals

Long-list

- 20-30 Firms

Short-list

- 5-6 Firms
- (geographic spread, max. 2 firms from same country)

RFP (Request for Proposals)



PT PLN (PERSERO)

REPUBLIC OF INDONESIA
ENGINEERING SERVICES FOR PRE-CONSTRUCTION AND CONSTRUCTION PHASES
OF UPPER CISOKAN PUMPED STORAGE POWER PROJECT (4x260 MW)
REQUEST FOR EXPRESSION OF INTEREST (REOI)

Project ID: No. P112158

This request for expressions of interest follows the general procurement notice for this project that appeared in UN Development Business No. 739 of 30 November 2008.

The Republic of Indonesia has applied for a loan from the International Bank for Reconstruction and Development (IBRD) toward the cost of the Upper Cisokan Pumped Storage Power Project and it intends to apply part of the proceeds of this loan to make payment under the contract for Engineering Services for Pre-construction and Construction Phases.

The services include:

Pre-construction Phase

- Review of detailed design carried out by previous consultants and make any revisions to the design in response to: (a) consultant's design review; (b) comments of the Dam Safety Commission following their review; (c) report of the Project Review Panel on the detailed design.
- Modification of all bid documents to: adjust contract packaging in accordance with PLN current requirements; conform to World Bank Standard Bidding Documents; and to take into account any requirements emanating from above design reviews.
- Assistance to PLN in bid preparation period in responding to bidders queries, attendance at pre-bid meeting and evaluation of bids.

Construction Phase

- Design Services: After review and carrying out any necessary revisions, issue bid drawings as "good for construction". Prepare and issue other drawings as necessary to clarify design within the concept of consultant taking responsibility for detailed design, contractor taking responsibility for construction drawings. The Consultant shall also make any required revisions to designs and drawings to take into account evolving circumstances during the construction.
- Construction Supervision: Undertake the functions of the Engineer under the Civil Conditions of Contract and the Project Manager under the Mechanical and Electrical Contracts.

The pre-construction services are expected to be provided over the period September 2009 to December 2010. The construction stage services are expected to be delivered over the period December 2010 to end 2014.

PT. PLN (Persero) now invites eligible consultants to indicate their interest in providing the services. Interested consultants must provide information indicating that they are qualified to perform the services (brochures, description of similar assignments, experience in similar conditions, availability of appropriate skills among staff, etc.). Consultants may associate to enhance their qualifications.

A consultant will be selected in accordance with the procedures set out in the World Bank's *Guidelines : Selection and Employment of Consultants by World Bank Borrower (current edition)*.

Interested consultants may obtain further information at the address below from 08.00 to 15.00 hours (local time), Monday to Friday.

Expressions of interest must be delivered to the address below by the latest February 24, 2009.

Attn : Chairman of Procurement Committee
PT PLN (Persero) Kantor Pusat
Gedung Utama Lt. 15
Jl. Trunojoyo Blok M 1/135, Kebayoran Baru,
Jakarta 12160, Indonesia
Tel : 62 - 21- 725 1234 Ext. 1532, 1527
Fax : 62- 21- 722 7042
E-mail : mpanjaitan@pln.co.id

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Sample Short-list of Consultants

- Coyne et Bellier (France)
- Klohn Crippen Berger (Canada)
- Joint Venture of Newjec. Inc, Nippon Koei Co. Ltd and AF-Colenco (Japan)
- Poyry Energy Ltd (UK)
- Joint Venture of Sinotech Engineering Consultant Ltd., Parsons Brinckerhoff (PB) and Hydrochina (Taiwan)

Sample Short-list of Consultants

1) PT. HASKONING INDONESIA (**INDONESIA**) IN
SUB-CONSULTANCY WITH

- a. BUT DELTARES (**NETHERLANDS**),
- b. PT. WIRATMAN (INDONESIA);

2) PT. INDRA KARYA (PERSERO) (**INDONESIA**), IN
JOINT VENTURE WITH

- a. SINOTECH ENGINEERING CONSULTANTS, LTD.
(**TAIPEI, CHINA**),
- b. PT. KWARSA HEXAGON (INDONESIA),
- c. PT. CIRIAJASA ENGINEERING CONSULTANTS (INDONESIA),
- d. PT. MULTIMERA HARAPAN (INDONESIA);

3) PT. KOGAS DRIYAP KONSULTAN (**INDONESIA**) IN
JOINT VENTURE WITH

- a. EPTISA SERVICIOS DE INGENIERIA S.L. (**SPAIN**);

4) PT. TATA GUNA PATRIA (**INDONESIA**) IN **JOINT
VENTURE** WITH

- a. DONGBU ENGINEERING CO., LTD (**KOREA**),
- b. PT. CIRIAJASA RANCANGBANGUN MANDIRI CONSULTANT
(INDONESIA);

5) PT. VIRAMA KARYA (PERSERO) (**INDONESIA**) IN
JOINT VENTURE WITH

- a. KRC – KOREA RURAL COMMUNITY CORPORATION (**KOREA**),
- b. PT. CATUR BINA GUNA PERSADA (INDONESIA);

6) SMEC INTERNATIONAL PTY LTD (**AUSTRALIA**) IN
SUB-CONSULTANCY WITH

- a. SMEC DENKA INDONESIA (INDONESIA),
- b. PT. AMURWA INTERNATIONAL (INDONESIA),
- c. PT. BITA ENARCON ENGINEERING (INDONESIA),

Typical RFP for Loan Projects

Preface

This Request for Proposals (“RFP”) has been prepared by Directorate General of Water Resources, Ministry of Public Works and Housing and is based on the **Standard Request for Proposals** (“SRFP”) issued by the Asian Development Bank (“the Bank”), dated October 2011.

The SRFP reflects the structure and the provisions of the **Master Procurement Document for Selection of Consultants** (“Master Document”) prepared by participating Multilateral Development Banks (MDBs), except where specific considerations within the respective institutions have required a change.

RFP Document

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Section 2 – Instructions to Consultants and Data Sheet

Section 3 – Technical Proposal – Standard Forms

Section 4 – Financial Proposal – Standard Forms

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Section 6 – Bank Policy - Corrupt and Fraudulent Practices

Section 7 – Terms of Reference

Section 8 – Conditions of Contract and Contract Forms
(FIDIC General Conditions)



Fédération Internationale des Ingénieurs-Conseils
International Federation of Consulting Engineers
Internationale Vereinigung Beratender Ingenieure
Federación Internacional de Ingenieros Consultores

Conditions of Contract for **Construction**

MDB HARMONISED EDITION

FOR BUILDING AND ENGINEERING WORKS DESIGNED BY THE EMPLOYER

GENERAL CONDITIONS
PARTICULAR CONDITIONS
SAMPLE FORMS





Strategic Approach of New Procurement Policy

Core Procurement Principles



Bid Evaluation

Evaluation Method

- QBS (Quality based Selection)
- QCBS (Quality-and-Cost Based Selection)
- LCS (Least Cost Selection)

Bid Evaluation

Technical (60-90%)

- Experience - 10
- Approach and Methodology – 10-20
- Work Plan (Schedule and man-power required)- 10-20
- CV – 50-70

Financial (10-40%)

- Billing Rates
- Other Direct Costs

Negotiation

Contract Signing

SUMMARY EVALUATION SHEET FOR FULL TECHNICAL PROPOSALS
[ALL SELECTION METHODS]

Loan/Grant No.-Country: Title

EVALUATION CRITERIA		Max. Weight	Firm 1		Firm 2		Firm 3		Firm 4	
			Rating	Score	Rating	Score	Rating	Score	Rating	Score
I. Qualification		100		0		0		0		0
a.	Experience in similar projects	50		0		0		0		0
b.	Experience in similar geographic areas	50		0		0		0		0
II. Approach and Methodology		200		0		0		0		0
a.	Understanding of Objectives	40		0		0		0		0
b.	Quality of Methodology	30		0		0		0		0
c.	Innovativeness/Comments on TOR	30		0		0		0		0
d.	Work Program	30		0		0		0		0
e.	Personnel Schedule	30		0		0		0		0
f.	Counterpart Personnel & Facilities	30		0		0		0		0
g.	Proposal Presentation	10		0		0		0		0
III. Personnel (Areas of Expertise)		700		0		0		0		0
Key Experts (International)		500		0		0		0		0
a.	Team Leadership *	300	0	0	0	0	0	0	0	0
b.	Expert 1	100	0	0	0	0	0	0	0	0
c.	Expert 2	100	0	0	0	0	0	0	0	0
Key Experts (National)		200		0		0		0		0
a.	Expert 1/Deputy Team Leader	100	0	0	0	0	0	0	0	0
b.	Expert 2	50	0	0	0	0	0	0	0	0
c.	Expert 3	50	0	0	0	0	0	0	0	0
TOTAL		1000		0		0		0		0

Rating: Excellent: 100% Very Good: 90 - 99% Above Average: 80 - 89% Average: 70 - 79% Below Average: 1 - 69% Non-complying: 0%

Please refer to F. Disqualification of an Expert, Section 2, RFP.

Score: Maximum Weight x Rating / 100 * **The Team Leader must be identified among the experts.**

Criteria Approved by:

Date Approved:

Evaluation Done by:

CHAIRPERSON

CHAIRPERSON

Evaluation Criteria

- **Experiences (10%)**
- **Methodology and Approach (20%)**
- **Work Plan (10%)**
- **Curriculum Vitae (60%)**

Evaluation Criteria

Experiences (10%)

- Experience in **Similar Projects** (50%)
- Experiences in **Similar Geographic Areas**
(50%)

Evaluation Criteria

Methodology and Approach (20%)

- Understanding of **Project Objectives** (40%)
- **Quality** of Methodology (30%)
- **Innovation/ Comments on TOR** (30%)

Evaluation Criteria

Work Plan (10%)

- **Work Program** (30%)
- **Man-month Schedule** (30%)
- **Counterpart Personnel** and Facilities (30%)
- Proposal Presentation (10%)

Evaluation Criteria

Curriculum Vitae (60%)

- General qualifications (general education, training, experience) (15%)
- Adequacy for the Assignment (**relevant education, training, experience in the sector/ similar assignment**) (75%)
- Relevant experience in the Region (working fluency **in local languages**, knowledge of **local culture** or administrative system, **government organization**, etc.) (15%)

Breakdown of Billing Rates

No.	Name	Nationality	Currency	Person-month Remuneration Rate (Home)	Time input in Person/Month (Home)	Amount	
	Position	Firm		Person-month Remuneration Rate (Field)	Time input in Person/Month (Field)	Foreign Currency	Local Currency
	JAKARTA BASE TEAM						
	KEY EXPERTS (International)						
1	(Name) Team Leader	Taiwan	USD			-	
2	(Name)	Taiwan	USD			-	
	Sub Total Costs International Key Experts					-	
	KEY EXPERTS (National)						
3	Deputy Team Leader /	Indonesia	IDR				0
4		Indonesia	IDR				0
5		Indonesia	IDR				0
6		Indonesia	IDR				0
7		Indonesia	IDR				0
8		Indonesia	IDR				0
9		Indonesia	IDR				0
10		Indonesia	IDR				0

Billing Rate Calculation

Position:

Name:

Nationality:

Currency: USD

Basic Salary	Social Charge	Overhead	Subtotal	Fee	Home Office Rate per Month	Subsistence Allowance	Overseas Rate per Month	Tax	Total	Proposed BR per Month
Month	(60,51% of 1)	(111,43% of 1)	(1+2+3)	(10%of 4)	(4+5)	(US\$72/day)	(6+7)	(15%)	(8+9)	(US\$)
1	2	3	4	5	6	7	8	9	10	11
4,000	2,420	4,457	10,878	1,088	11,965	2,160	14,125	600	14,725	14,500

No	Type of Expenses, Provisional Sums and Contingency	Quantity	Unit	Currency
A.	Reimbursable Expenses			
1.	Remuneration of Supporting Staff			
a.	Office Manager with Bilingual		person-months	IDR
b.	Financial and Administration		person-months	IDR
c.	Computer Operator		person-months	IDR
2.	Allowances			
	1. International air travel			
	- International Air fare			
	- Miscellaneous Travel Allowance			
	a. Visa, Work Permit, Insurance		trip	USD
	2. National air travel		round-trips	IDR
	3. Per diem international mobilization and demobilization		days	IDR
	5. Field allowance, Jakarta to Provinces		days	IDR
	6. Local flights and Land travel		round-trips	IDR
3.	Office Operation			
	- Office Rental (full furnished)		months	IDR
	- Office running cost		months	IDR
	- Communication cost (Tel, Fax and Internet)		months	IDR
	- Vehicle rental and maintenance including driver		months	IDR
4.	Office Equipment			
Sub Total Reimbursable Expenses :				
B.	Provisional Sums			
	a) Topographical survey/bathymetry survey			
	b) LIDAR survey including data processing			
	c) Geotechnical survey			
Sub Total Provisional Sum :				
Total: Reimbursable Expenses + Provisional Sums + Contingency :				

Payment w/o Risk

Cost-plus Basis Contract

- Man-months adjusted based on requirement
- Actual ODC reimbursed

Payment

- Reimbursable
- Progress Payment
- Direct Payment

爭取國際開發銀行計劃要項

國際貸款機構計劃(Grant/Loan Project)的利基

- 參與新興開發中國家各類建設工程的機會
- 建立在貸款國家名聲及關係的最佳途徑
- 採用國際公認招標程序。招標過程公開、公平、公正
- 計劃經費充裕，合約條款公平合理，付款及利潤均有保障

結語

PQ Stage

- 充分了解計劃內容
- 詳細準備個人/公司經歷資料
- 尋覓互補之合作個人/公司

Bidding Stage

- 詳細閱讀邀標文件內容及工作範圍並訪察工地
- 完整呈現類似計劃經驗
- 切實準備執行計劃方法及發揮創意
- 提名最適合人選，針對派任工作，加強人員履歷表內容
- Kuan-xi (lobby)

因應對策建議

業者

- 培養技術及管理實力
- 整合公司內、外部資源（經驗、人員）
- 建立貸款銀行及目標國關係
- 及早蒐集商情
- 充分利用國際平台介紹業績（展覽會、貸款銀行）創造商譽

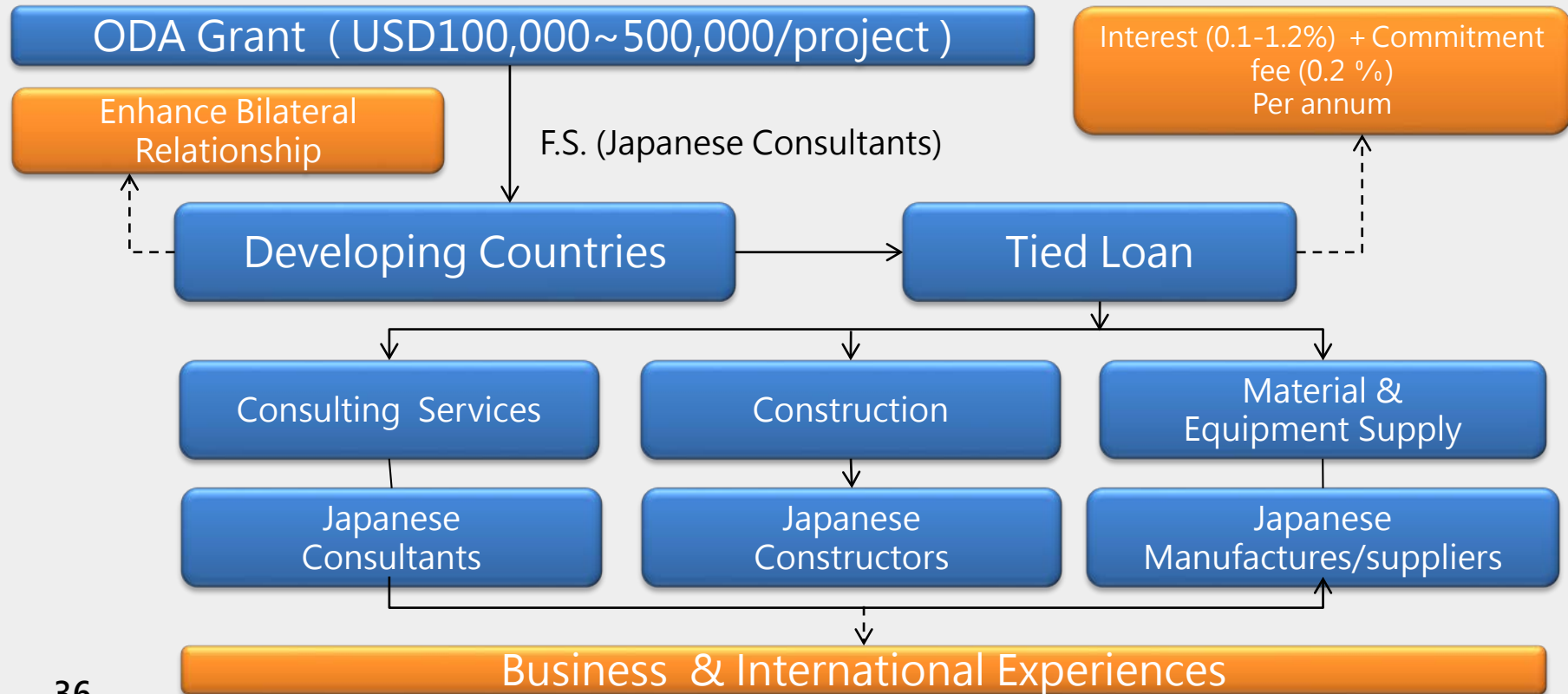


因應對策建議

政府

- 積極推動 ODA/ Co-financing with ADB
 - 盤整業者實力 (公司、人員)
 - 籌編國際團隊 (數組)
- 改善國內公共工程建設環境
 - 國際接軌
 - 合約標準條款
 - 鼓勵創新

Japan's ODA



It will never be too late to set another goal, or to dream a new dream!

Thanks for Listening