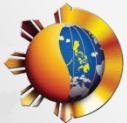


Public-Private Partnership (PPP) Case Studies



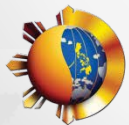
The views expressed in this presentation are the views of the author and do not necessarily reflect the views or policies of the Asian Development Bank Institute (ADBI), the Asian Development Bank (ADB), its Board of Directors, or the governments they represent. ADBI does not guarantee the accuracy of the data included in this paper and accepts no responsibility for any consequences of their use. Terminology used may not necessarily be consistent with ADB official terms.



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Case Study 1:

PPP for School Infrastructure Project (PSIP) 2



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Implementing Agency

Department of Education (DepEd)

Project Description

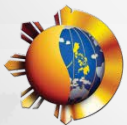
The Project involves design, financing, and construction of 4,370 one-storey, two-storey, three-storey and four-storey classrooms, including furniture, fixtures, and toilets in 1,895 public schools in 6 regions (Regions I, II, III, X, CAR, and CARAGA).

Project Cost

USD 85.82 Million

Procurement Mode

Solicited Mode



PPP Structure

Build-and-Transfer (BT)

Region

CAR Region - Cordillera Administrative Region

Region I - Ilocos

Region II - Cagayan Valley

Region III - Central Luzon

Region X - Northern Mindanao

Region XIII - CARAGA

Sector

Education

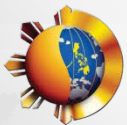


Private Proponent

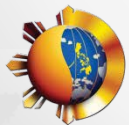
Megawide, & Consortium of BSP Co. Inc. and Vicente Lao Construction

Status

1,020 classrooms (23%) completed/ substantially completed; 1,434 classrooms (33%) with ongoing construction; and 1,916 classrooms (44%) under pre-construction phases (as of 30 April 2015)



1. Contract Package A covering Regions I, II, III and CAR
2. Contract Package B covering Regions IV-B and V
3. Contract Package C covering Regions VI, VII and VIII
4. Contract Package D covering Regions IX, XI and XII
5. Contract Package E covering Regions X and CARAGA

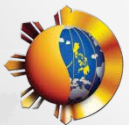


Bid Process Milestones

Milestone	Date/ Period
Date of Advertisement and Posting of Invitation to Pre-qualify to Bid	<ul style="list-style-type: none"> a. www.philgeps.net and www.deped.gov.phov.ph on 20 December 2012 b. National Newspaper- 20 & 28, December 2012 & 4 January 2013; and c. Local Newspaper in various Regions (January & February 2013)
Issuance of Instruction to Prospective Bidders, Draft MPSS and Info Memo	10 January 2013
1 st Preliminary Conference	25 January 2013
2 nd Preliminary Conference	18 February 2013
Submission of Pre-Qualification Documents	28 February 2013
Issuance of Notice of Pre-Qualification	20 March 2013
Issuance of Instructions to Prospective Bidders	20 March 2013
Pre-Bid Conference	17 April 2013
One-on-One Meetings with Bidders	30 May 2013; 4 June 2013; 8 July 2013
Submission of Bids	30 July 2013
Issuance of Notice of Results of Evaluation of Technical Proposal	23 August 2013 (BFEF 2 Consortium)
Opening of Financial Proposal	2 September 2013
Issuance of Notice of Award	16 September 2013
Submission of Post-Award Requirements	10 October 2013 (BSP-VT Lao Consortium); 10 October 2013 (Megawide)
Execution of Build-Transfer Agreement	17 October 2013

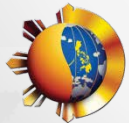


- ✓ 2-stage (pre-qualification, then bid), two-envelope (technical and financial) bid approach
- ✓ 5 local consortia responded to the invitation to pre-qualify, and 4 passed
- ✓ 3 out of 4 prequalified bidders submitted bids
- ✓ Notices of Award issued for only 2 out of 5 contract packages
 - Contract package A - Megawide
 - Contract package E - BSP-VT Lao Consortium



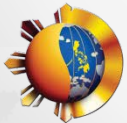
Expected Post-Tender Results

- ✓ Mobilization of private investment to address classroom backlog
- ✓ Private sector expected to employ new technologies to reduce construction cost and introduce useful innovations in the design and construction of classrooms



Case Study 2:

Automatic Fare Collection System (AFCS) Project



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Implementing Agency

Department of Transportation and Communications (DOTC)

Project Description

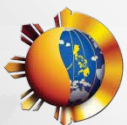
The Project involves decommissioning of the old-magnetic-based ticketing system and replacing the same with contactless-based smart card technology on LRT Line 1 and 2 and MRT Line 3, with the introduction of a centralized back office that will perform apportionment of revenues. The private sector will operate and maintain the fare collection system.

Project Cost

USD 38.22 Million

Procurement Mode

Solicited Mode



PPP Structure

Build-Transfer-And-Operate (BTO) and Build-Own-And-Operate (BOO)

Cooperation Period

10 years inclusive of 2 years development/delivery

Region

National Capital Region

Sector

Rail, Transportation

Private Proponent

AF Consortium

Status

Ongoing pre-operation activities, including installation of equipment & machines, software testing, among others



Level 0 - contactless token or smartcard for single journey or stored value

Level 1 - front-end equipment that interacts with Level 0 e.g. validation equipment such as gates and turnstiles; Ticket Vending Machines Enquiry machines, and Point of Sale devices

Level 2 - station level equipment where all front-end equipment shall be connected to the Station Computer System

Level 3 - line level equipment where all station level equipment along a metro line shall be connected to a Central Computer System

Level 4 - Central Clearing House System (CCHS)



Levels 0 and 4

- ✓ Build-Operate-Own/Transfer for a 10 -year period upon DOTC's issuance of full systems acceptance (FSA)
- ✓ Proponent shall generate income in the form of card issuance fee for every card issued, and a transaction fee on every contactless card or token transaction in the system

Levels 1, 2, and 3

- ✓ Rehabilitate/Build, -Transfer-Maintain, where the proponent will be responsible for providing the front-end equipment, station level equipment, and line level equipment
- ✓ Proponent shall receive an availability, payment fee (i.e. payment for the services provided throughout the maintenance period, and compensation for the capital investments made)

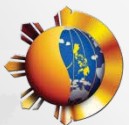


Bid Process Milestones

Milestone	Date/ Period
First date of Advertisement and Posting of Invitation to Pre-qualify to Bid	a. www.dotc.gov.ph and www.pppc.gov.ph ; b. National Newspapers: 17 December 2012
Investor's Conference Manila	18 December 2012
Issuance of Instructions to Prospective Bidders and Project Information Memorandum	21 December 2012
Investor's Conference Tokyo	11 January 2013
Pre-qualification Conference	5 February 2013
Submission of Pre-Qualification Documents	12 April 2013
Issuance of Letters: Results of Evaluation of Pre-qualification Documents	7 May 2013
Issuance of Instructions to Bidders	17 May 2013
Pre-Bid Conference	11 June 2013, July 3 2013
One-on-One Meetings with Bidders	13-14 June 2013; 3-5 July 2013; 23-25 July 2013; 16-17 September 2013; 17 October 2013
Submission of Bids	18 November 2013
Issuance of Letters: Results of Evaluation of Technical Proposal	6 December 2013
Opening of Financial Proposal	9 December 2013
Issuance of Notice of Award	30 January 2014
Singing of Concession Agreement	31 March 2014

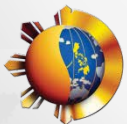


- ✓ 2-stage (pre-qualification, then bid), two-envelope (technical and financial) bid approach
- ✓ 9 international and local consortia and corporations responded to the invitation to pre-qualify, and 5 passed
- ✓ All prequalified bidders submitted bids and 3 passed the technical criteria
- ✓ 2 negative bids and 1 positive bid were submitted
- ✓ AF Consortium had the lowest complying bid amount and was post-qualified

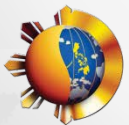


Expected Post-Tender Results

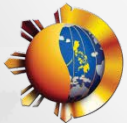
- ✓ Mobilization of private investment to establish an AFCS system that is estimated to benefit more than 1 million passengers daily
- ✓ Seamless travel for passengers using the light rail lines by eliminating need to purchase separate tickets resulting to passenger convenience and lower fare collection costs
- ✓ Open architecture for the AFCS, with the winning bidder delivering an “end-to-end solution” that has huge potential to expand to an e-payment platform



- ✓ Project Preparation Facility
- ✓ Market Sounding
- ✓ One-on-One Meetings
- ✓ Virtual Data Room
- ✓ Appointment of Independent Consultant



THANK YOU!



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