

BIDS AND AWARDS COMMITTEE

MINUTES OF THE MEETING

Pre-Bid Conference, 1:00 PM, 14 November 2022
Via Zoom APP, G/F AFAB Administration Building
Mariveles, Bataan

I. In Attendance:

1. Bidders (via Zoom)

No.	Name	Position
1.	Jemark P. Camarig	Chemical Research Products Industrial Sales Inc.
2.	Vanessa Esteban	The Alpha Enterprise
3.	Pedrito Malunhao	Japan Radio Co. LTD.
4.	Carmelo Bayon	Japan Radio Co. LTD.
5.	Jose Rolando Lamac	Japan Radio Co. LTD.
6.	Emilie Tulabut	Japan Radio Co. LTD.
7.	Clarence Malupa	Northwind Communications and Electronics Inc. (NCEI)
8.	Terence Malupa	NCEI
9.	Nelson D. Peñaredondo	Scan Marine, Inc.
10.	Frederick D. Dionisio	Scan Marine, Inc.
11.	Hermie Javier	Neo-tech Asia Distribution Inc.
12.	Jimson Adres	Neo-tech Asia Distribution Inc.
13.	Ivy Abarracoso	Neo-tech Asia Distribution Inc.
14.	Josan Lapeña	Neo-tech Asia Distribution Inc.
15.	Rosmari Roldan	Neo-tech Asia Distribution Inc.
16.	Ismael T. Capiral	Ark Vision Philippines Corporation
17.	John Paul L. Obdin	Ark Vision Philippines Corporation
18.	Geralyn Terte	One Commerce International Corp.
19.	Fredie Corpuz	One Commerce International Corp.
20.	Eli Nono	Gega Engineering and Construction
21.	Ferdinand Espiritu	DLL & Sons Company Asia LTD., Inc.
22.	Lenard Vengua	E.R. Venzon Construction
23.	Catherine Tuvera	LR De Guzman Construction
24.	Mervin De luna	Gercel Construction and Development Group Inc.
25.	Jean Manalaotao	Bonibal Construction
26.	Miles Wong	Magnate Communications
27.	Maria Teresa Reyes	Stonework Specialist Int'l Corp.

2. Bids and Awards Committee (BAC) / End-User-/ Observers

No.	Name	Position
1.	Charles M. Ramones	Chairperson
2.	Ma. Lourdes L. Herrera	Vice-Chairperson
3.	Donia G. Alonzo	Member
4.	Cristina F. Rodrigo	Member
5.	Ramero S. Osorio Jr.	Member
6.	Maristella Katrina C. Garino	TWG Head (Infra)
7.	Jerome P. Yumul	Member
8.	Mark Lester C. Quintana	Member
9.	Aubrey C. Naredo	Member
10.	Reylind C. Baluyot	Member
11.	Carlo Leon B. Sadang	Member (End-User)
12.	Gea Mae E. Domingo	Member
13.	Andrew M. Cunanan	Member
14.	Marry Grace T. Samson	TWG Head (Goods)
15.	Robinson A. Pajarillo	Member (End-User)
16.	Aileen O. Saberdo	Member
17.	Clifford A. Fernandez	Member
18.	Eunice S. Fernandez	Member
19.	Benny R. Astrero Jr.	Member
20.	Raphael M. Gomez	Member
21.	Jazell R. Cañas	Member
22.	Gian Carlo T. Aquino	Member
23.	Efren Joe P. Millora II	BAC-Secretariat Head
24.	Maureen P. Camilo	BAC-Secretariat
25.	Dhane Ferl P. Peralta	BAC-Secretariat
26.	John Ryan Reyes	End-User
27.	Jhon Mark D. Dizon	End-User
28.	Arnie M. De Guia	End-User
29.	Janice Nablea	End-User
30.	Roderic Mapuyan	End-User
31.	Larry Garduño	End-User
32.	Anthony Ryan Manalata	End-User
33.	Juan Carlos V. Gonzales	COA/Observer
34.	Rosemarie Magnampo	FABILA/Observer

II. Call to Order

After ascertaining that the members of the Bids and Awards Committee (BAC) had constituted a quorum and acting throughout, the BAC Chairperson called the pre-bid conference to order at 1:00 PM.

III. Agenda of the Pre-bid Conference

- A. Call to Order
- B. Preliminary Remarks
- C. Presentation of the Projects:
Competitive Bidding:
 - 1. *Supply and Delivery of Chlorine Powder*
 - 2. *Vessel Monitoring System (Vessel Communication System)*
 - 3. *Vessel Monitoring System (Patrol Boat and Drone)*
 - 4. *Construction of Underground Cabling (Stage 4)*
 - 5. *Improvement of Admin. Offices*
- D. Adjournment

IV. Preliminary Remarks

- 1. All prospective bidders, members of the BAC, the TWG, the Secretariat, the Observers from COA and FABILA, and the end-users present were welcomed.
- 2. Ms. Dhane Ferl Peralta of the BAC-Secretariat presented the reminders to the prospective bidders to guide them in joining the public bidding at the Authority of the Freeport Area of Bataan (AFAB).
- 3. The procurement timeline for the project included in the pre-bid conference is as follows:

Activity	Date	Venue
Purchase/ Release of Bidding Documents	31 October – 22 November 2022 except weekends and holidays, 8:00 AM – 5:00 PM	Procurement Management Division, Ground Flr., AFAB Administration Building, FAB, Mariveles, Bataan
Virtual Pre- bid Conference	14 November (Monday) 1:00 PM	Via Zoom App
Request for Clarification (Deadline)	16 November (Wednesday) 10:00 AM	Inquiries must be sent via e-mail to the BAC Secretariat (bac.secretariat@afab.gov.ph) or via a written letter
Deadline of submission	28 November (Monday)	Procurement Management Division, Ground Flr., AFAB Administration

Activity	Date	Venue
of bids	9:30 AM	Building, FAB, Mariveles, Bataan
Opening of Bids	28 November (Monday) 10:00 AM	Mt. Mariveles Board Room, 2/F, AFAB Administration Building, FAB, Mariveles, Bataan

4. Bidders were informed that the bidding documents were available for free download at the Philippine Government Electronic Procurement System (PhilGEPS) and AFAB website (afab.gov.ph).
5. Payment is encouraged through online banking or bank deposit. For this purpose, prospective bidders must send a request to bac.secretariat@afab.gov.ph.
6. The common errors that bidders committed which resulted in the disqualification of their bid proposals and/or failure of bidding were discussed in detail:
 - a. Qualification proofs, certifications, documentary requirements, brochures stated in the project specifications were not included in the submitted bid documents
 - b. Submitted Single Largest Completed Contract (SLCC) is not similar to the Project
 - c. Not all ongoing projects are stated in the *"Statement of All Ongoing Government And Private Contracts, Including Contracts Awarded But Not Yet Started."*
 - d. For infrastructure projects, incomplete materials in the detailed estimate as required in the plans and specifications
 - e. For goods projects, incorrect computation in the price schedule and incorrect VAT %
 - f. Incomplete documents based on minimum checklist of requirements
 - g. Falsified documents
 - h. Invalid bid security (lacking in amount or for bond, it was issued by a surety company under negative list by GPPB)
7. The bidders were reminded to review the technical/project specifications and to take note of the requirements and proof of qualifications that must be submitted.
8. It was also emphasized that the Pre-Bid Conference is the opportunity for the prospective bidders to clarify what would constitute similar projects as required for the project SLCC.
9. The BAC Secretariat stressed that the prescribed format for omnibus sworn statement and other forms in the Philippine Bidding Documents (PBD) must be followed.
10. The use of book tabs was highly encouraged for easy checking of the documents during the opening of bids. Page numbering was also recommended to prevent any instances of omission or insertion.
11. It was also stressed that the bidders are prohibited from communicating with any of the BAC Members, the TWG and Secretariat, and End-Users from bid opening to the issuance of the award.

12. The BAC-Secretariat discussed the items being checked by the TWG during the post-qualification which are the bidder's competency, imposition of liquidated damages and existing projects negative slippage, among others. The declared on-going projects will be checked whether it has negative slippage of at least fifteen percent (15%) in any one project or a negative slippage of at least ten percent (10%) in two (2) or more ongoing contracts. Bidders who incurred the said percentages of slippage will be automatically disqualified during the post-qualification.
13. The prospective bidders were also warned of persons and entities misrepresenting themselves as representatives of the AFAB and using the name of the Head of the Procuring Entity, for financial gain. Any similar communication or solicitation, for any purpose or activity or if any AFAB official or personnel initiates any act in violations of the Republic Act 6713 should be reported to FAB Coordination Center askafab@afab.gov.ph or via landline at (047) 935-4004 local 8006 or 0917-326-9863 or Public Safety and Security Department – Law Enforcement Division (047) 935-4004 local 82303 or 8206.
14. The requirement that upon receipt of the Notice of Award, the winning bidder shall register with the FAB Enterprise Department to become an accredited entity by the AFAB was also discussed.
15. Prospective bidders were reminded that winning bidders need to submit a performance security which is to remain valid for at least one (1) year after the contract time lapses or one year after the AFAB issues a Certificate of Final Acceptance, whichever comes later, pursuant to Section 39 of the revised IRR of RA 9184.
16. The BAC Secretariat reminded the prospective bidders of the minimum health protocols for AFAB Visitors which must be complied such as wearing of face masks.

V. Presentation of the Project “Supply and Delivery of Chlorine Powder”

1. Engr. John Ryan Reyes of the Freeport Facilities Department - Environment and Utilities Division presented the specifications of the project. The approved budget for the contract is Php 944,000.00 with duration of 15 C.D. The fund source is 2022 MOOE.
2. No questions were raised by the prospective bidders.

VI. Presentation of the Project “Vessel Monitoring System (Vessel Communication System)”

1. Mr. Arnie M. De Guia of the FAB Enterprise Department – Ports Services Division (FED-PSD) presented the technical specifications of the project. The approved budget for the contract is Php 80,947,620.00 with duration of 302 C.D. The fund source is 2022 GAA.

2. Mr. Eli Nono of Gega Engineering and Construction asked the possibility to forego the SLCC requirement to ease the burden on the contractor. Ms. Maureen Camilo of the BAC Secretariat answered that unfortunately, the SLCC is one of the technical requirements of the Government Procurement Reform Act or R.A. 9184, and cannot be removed. Mr. Nono also asked if they can pass the SLCC requirement to the supplier. Ms. Camilo said that they can enter into a joint venture (JV) agreement with the supplier. Mr. Nono then asked for the possibility of having a foreign JV partner. Ms. Camilo replied that it is allowed as long as they have a valid JV agreement. She added that it is noteworthy that the eligibility requirement must be complied with by both parties of the JV, but for the technical and financial requirement, any of the parties of the JV can comply.
3. Mr. Pedrito Malunhao of Japan Radio Co. LTD. sought clarification regarding item II.E of the project specification in which it is stated that "All equipment must possess ISO 9001 Certification." He mentioned the ISO 9001 Certification pertains to quality management system of the manufacturer and not for per equipment. Mr. De Guia clarified that it should be "All manufacturers must possess ISO 9001 Certification".
4. Mr. Malunhao also wanted to confirm if a bidder is allowed to submit documents before opening of the bids. Ms. Camilo said that the end-user was referring to the submission of the documents during the bid submission prior to the bid opening.
5. Further, Mr. Malunhao asked whether there is a need to submit a secretary's certificate or not since it is stipulated in the omnibus sworn statement. Ms. Camilo answered that if it is a sole proprietorship, a notarized Special Power of Attorney shall be attached. On the other hand, if it is a partnership, corporation, cooperative, or joint venture, a duly notarized Secretary's Certificate, Board/Partnership Resolution, or Special Power of Attorney, whichever is applicable, shall be submitted.
6. Mr. Malunhao also mentioned that in their understanding, the company that will collect the data shall be responsible to provide the Privacy Impact and Assessment and contact detail of the Data Protection Officer. Mr. Carlo Sadang of the FED-PSD said that they will issue a bid bulletin regarding this concern.
7. Mr. Jose Rolando Lamac of Japan Radio Co. LTD. wanted to know the purpose of the 4 sets of VHF radio. Mr. De Guia answered that this is to communicate with the vessel operator. Mr. Lamac said that the number of wattage is not enough to communicate with the vessel on the sea. Mr. Sadang presented the base station requirements. However, Mr. Lamac said that even the indicated frequency coverage of the base station is not for VHF maritime radio, and therefore, is not applicable for VHF communication to vessel. Mr. Sadang answered that this shall be addressed in the bid bulletin to be issued.
8. Mr. Sadang presented the block diagram per request of Mr. Lamac.
9. Mr. Lamac noticed that the target acquisition of the radar is up to 150 knots. Mr. Sadang explained that the purpose of it is to be able to monitor fast-

moving vessels. He added that this, too, shall be addressed in the bid bulletin.

10. Regarding the AIS Satellite data feed, Mr. Lamac wanted to know its purpose. Mr. Sadang presented the plans and showed the areas that they want to capture. He added that they will rely on the AIS in case the radar can no longer capture it. Mr. De Guia also said that CCTVs installed in the different port terminals shall serve as monitoring tools for the vessels which can no longer be captured by the radar. Mr. Lamac then asked whether the communication link among the CCTVs and the AFAB Administration Building is part of the project or a separate project. Mr. Sadang answered that they will include this concern in the bid bulletin.
11. Mr. Clarence Malupa of Northwind Communications and Electronics Inc. said that in the single line diagram presented, it was mentioned that all sensors are integrated into one system which means that there is a platform or software that will integrate all the information. He said that he searched for the specifications of the software in the project specifications. However, there is none. He asked whether there is a basic requirement on the capability of the software that will integrate all of the information or there is none. Mr. Sadang said that it depends upon the bidder since in the technical specifications, the bidder will have to provide a schematic diagram. Mr. De Guia answered that as long as the system can capture the requirement of integrating all of the information then it is acceptable.
12. In relation to "audit trail unlimited users", Mr. Malupa wanted to know what they mean by this. Mr. Robinson A. Pajarillo of FED-PSD answered that unlimited users means there must be a third party auditor of the VCS system at the expense of the contractor and a periodic report will be sent to the AFAB.
13. For the "Full support for multiple CCTV connection" requirement of the radar, Mr. Malupa believes that this is in connection with the CCTVs installed in different port stations. He wanted to confirm on whether the CCTV shall be plugged into the radar or not. Mr. Sadang said that the CCTV will help the radar to compute the distance of the vessel.
14. Another query by Mr. Malupa is with regard to the "3rd party application support to run other software..." requirement for the radar. He asked for the expected 3rd party application that will run within the radar system. Mr. Sadang said that what they meant in the 3rd party application is that in if any case the contractor's personnel cannot fix a problem encountered, they will assure AFAB that the manufacturer of the radar can fix it. Mr. Pajarillo added that they are not restricting the contractor on the choice of service provider that they will engage to fix the issue of the item.
15. Mr. Ismael T. Capiral of Ark Vision Philippines Corporation asked whether the five (5) year maintenance support is already included in the budget or the contractor can charge separately for the maintenance. Mr. Pajarillo answered that the five (5) year maintenance support is already included in the budget. Mr. Sadang added that they expect that the system will run for five years trouble-free.

16. Mr. Miles Wong of Magnate Communications sought clarification on the software integration. He mentioned that as per their understanding, the bidder will specify the software as long as all of the equipment are working. Mr. Sadang said that they define integration as the CCTV being displayed in the monitor, there is no need to look at another program to check on the drone, even the patrol boat and radar. He also mentioned that they need to extract data from the system.
17. Mr. Wong also raised his concern regarding the radar since they believe that the only one manufacturer can comply with the specifications since there is one requirement that is very limiting. He requested to accept radars that have similar or superior specifications. Mr. De Guia answered that they have identified minimum requirements of the radar. However, if the bidder can provide one that has similar or superior specifications, it is acceptable so long as it is compatible with the system.
18. Mr. Carmelo Bayon of Japan Radio Co. LTD. Wanted to confirm whether two (2) types of radar system are required (X-band and S-band) or its either (X-band or S-band). Mr. De Guia said that only 1 radar is required, and it is acceptable as long as all equipment are compatible with the system, or if it is a similar and or superior system. Mr. Bayon also asked if switching to a superior system is also applicable to other systems or sub-systems like the VHF. BAC Member Atty. Ramero S. Osorio Jr. requested the prospective bidder to consolidate their clarifications for the end-users to better answer them point by point.

VII. Presentation of the Project *"Vessel Monitoring System (Patrol Boat and Drone)"*

1. Mr. Arnie M. De Guia of the FAB Enterprise Department – Ports Services Division presented the technical specifications of the project. The approved budget for the contract is Php 10,312,380.00 with duration of 302 C.D. The fund source is 2022 GAA.
2. Ms. Maria Teresa Reyes of Stonework Specialist Int'l Corp. asked what the "Privacy Impact Assessment" and "Technical Assistance Escalation Matrix for System Concerns" are. Mr. Sadang answered that for the PIA, a form shall be given via bid bulletin. While the Technical Assistance Escalation Matrix is the list containing contact information of the technical engineer and other persons according to hierarchy responsible for addressing issues related to the project.
3. Ms. Reyes also asked if the bidder is responsible in applying for the permit of the radio of the patrol boat. Mr. Sadang answered affirmatively.
4. Ms. Reyes asked further what a schematic diagram is. Mr. Sadang said that it refers to the electric wirings, plumbing system, and other systems of the patrol boat.
5. Regarding the hull and structure, Ms. Reyes wanted to confirm if the "DNV type approved fiber/resin" is a certificate. Mr. Robinson Pajarillo answered that DNV is a European standard for hull materials. He added that this is

recommended, but the bidder may opt for other materials with equivalent or higher quality.

6. Ms. Reyes also wanted to confirm if the drone is a Mavic 3. Mr. Sadang said that there is no preference to any particular brand, as long as it meets the minimum specifications. He mentioned that the drone must be equipped with collision avoidance, night mode capability and is water resistant.
7. Further, Ms. Reyes sought clarification on the requirement "submit 4 year preventive maintenance plan with costs after the first year of acceptance." Mr. Sadang answered that the bidder is required to submit a monthly preventive maintenance plan for the next 4 years (Year 2 to Year 5) for the patrol boat. He added that the first year preventive maintenance is part of the project.
8. Ms. Reyes requested for a picture of the patrol boat. Mr. Sadang said that it shall be included in the bid bulletin.

VIII. Presentation of the Project "*Construction of Underground Cabling (Stage 4)*"

1. Engr. Jhon Mark Dizon of the Freeport Facilities Department – Infrastructure and Maintenance Division presented the scope of works of the project. The approved budget for the contract is Php 20,129,124.79 with duration of 120 C.D. The fund source is the 2023 GAA subject to early procurement.
2. Mr. Ferdinand Espiritu of DLL & Sons Company Asia LTD., Inc. asked regarding the PCAB requirement, if a size range of Small B can be considered for this project. Engr. Dizon said that this shall be answered via bid bulletin.

IX. Presentation of the Project "*Improvement of Admin. Offices*"

1. Engr. Janice Nablea of the Freeport Facilities Department –Infrastructure and Maintenance Division presented the scope of work and plans of the project. The approved budget for the contract is Php 21,385,000.00 with duration of 180 C.D. The fund source is the 2023 GAA subject to early procurement.
2. Mr. Nono asked for the total area of the project. Engr. Nablea answered that the total area is 2,537.58 sq.m.
3. Mr. Nono also asked for the reduction of the PCAB License requirement for this project. Engr. Nablea answered that this shall be answered via bid bulletin.
4. Ms. Jean Manalaotao of Bonibal Construction wanted to confirm if the specialty in the PCAB License is really required. Engr. Nablea answered affirmatively. (Update: For further review of the end-user and shall be included in the bid bulletin.)

X. Closing Remarks

1. Ms. Peralta reminded the attendees of the deadline for submission of inquiries. The response shall be via bid bulletin which will be posted in the PhilGEPS and the AFAB websites and will be sent to all prospective bidders who joined the pre-bid conference.
2. Ms. Peralta also reiterated that the deadline for the submission and opening of bids is strictly observed by the BAC.
3. The BAC expressed their gratitude to all the attendees and prospective bidders.

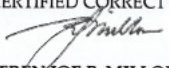
XI. Adjournment

There being no other matters for discussion, the Pre-bid Conference was adjourned at 3:36 PM.

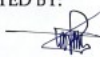
PREPARED BY:


DHANE FERL P. PERALTA
BAC-Secretariat Member

CERTIFIED CORRECT BY:


Digitally signed by Millora
Efrén Joe Il Pulido
Date: 2022.11.18 08:32:19
EFREN JOE P. MILLORA
Head, BAC-Secretariat

NOTED BY:


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by Ramones
Charles Mendoza
Date: 2022.11.18
09:43:11 +08'00'
CHARLES M. RAMONES
Chairperson
Bids and Awards Committee