Republic of the Philippines
PHILIPPINE ECONOMIC ZONE AUTHORITY

BIDS AND AWARDS COMMITTEE
MINUTES OF THE MEETING
13 March 2025/02:00PM

PEZA Conference Room 8th Floor, DD Center West Building, DD Meridian Park
Macapagal Avenue, Pasay City (F2F/MSTeams/Zoom)

Subject	:	**Pre-Bid Conference**
Project	:	**Procurement of Power Supply for Baguio City Economic Zone and Cavite Economic Zone**
Mode of Procurement	:	**Competitive Bidding**
Reference No.	:	**PEZA HO-2024-04**

I. Attendees

BAC Committee and End-users:	Position/Designation	Mode
1. Rowena T Naguit	Chairperson	In-person
2. Mark P. Rubio	Member – BAC	In-person
3. Christine Heide A. Rosales	Member – BAC	In-person
4. Joy Anne G. Navalon	Member – BAC	In-person
5. Mhae Ann R. Dimaano	Member – TWG, BAC	In-person
6. Patrick P. Lozano	Member – TWG, BAC	In-person
7. Lora Layugan	Member – TWG, BAC	In-person
8. Nilda T. Lumapak	Member – TWG, BAC	In-person
9. Maria Elena A. Salac	Observer	In-person
10. Mark Anthony A. Santos	End-User Representative	In-person
11. Daniel D. Zagada	End-User Representative	In-person
12. Daniel M. Pecsoy	End-User Representative	Virtual
13. Jose A. Ibasco	End-User Representative	Virtual
14. Melanie C. Papa	End-User Representative	Virtual
15. Erwin F. Villadares	End-User Representative	Virtual
16. Mary Simonette Moral	Head – BAC Secretariat	In-person
17. Mark Lawrence Fortes	Member – BAC Secretariat	In-person
18. Anthony Martin L. Tan	Account Officer, Sual Power Inc.	In-person
19. Samuel b. Allan	Supervisor, Sual Power Inc.	In-person
20. Dyan Valencia	Supervisor, Sual Power Inc.	In-person
21. Barbie Jan V. Gregorio	Counsel, Anda Power	In-person
22. Jerimiah Padilla	Account Representative, Therma Luzon Inc	In-person
23. MJ De Guzman	Aboitiz Power Corporation	In-person
24. Justin Lumbres	Key Accounts Manager, Aboitiz Power Corporation	In-person
25. Cathy		Virtual

26. Mike Panopio	FGEN, Authorized Representative	Virtual
27. Christine Mariazeta	GN Power	Virtual
28. Cathy	Aboitiz Power Corporation	Virtual
29. Henry Crisostomo		Virtual
30. Kevin John Galit		Virtual
31. Pay Wong	Head, Anda Power	Virtual
32. Bianca Andrade		Virtual
33. Cynthia R. Encarnacion		Virtual

II. Call to Order

The pre-bid conference meeting was called to order at 02:08 PM and was presided by the Chairperson. Thereafter, she acknowledged the presence of the attendees and confirmed if there was a quorum of BAC members.

After the confirmation of a quorum, the Chairperson proceeded with the meeting proper by providing an overview of the procurement project. The project has an approved budget of contract (ABC) of Lot 1: PhP 314,376,086.70 for Baguio Economic Zone Lot 2: PhP 2,473,632,000.00. – Cavite Economic Zone

III. Questions/clarifications received during the pre-bid conference:

The BAC Chairperson requested the End-User, Engr. Mark Santos, to discuss the responses in the advance Q&A. Engr. Santos then proceeded to the discussion (List of queries and responses attached as Annex 1)

The BAC Chair then opened the floor for the question and answer. The following are the questions raised by the bidders and their representatives:

Questions/Raised by	Response from End-User/BAC
Raised by: Aboitiz Powers (AP) 1. Is NFCC required?	Response from End-User: Yes, the submission of the Net Financial Contracting Capacity (NFCC) Computation is a mandatory requirement under procurement law. Alternatively, bidders may submit a *Committed Line of Credit* issued by a Universal or Commercial Bank in lieu of the NFCC computation.
Raised by: Aboitiz Powers (AP) 2. Load Profile	Response from End-User: To be included in the Supplemental Bid
Raised by:Sual Power Inc. (SPI) 3. Can you provide a sample how to fill-out the bid form?	Response from End-User: We shall be providing the applicable template at the supplemental bid
Raised by: Aboitiz Powers (AP)	Response from End-User:

4. What will be the basis for the Single Largest Completed Contract? We saw a computation based on the annual and based on the three years?	Contract shall be based on the Annual since the ABC reflected is Annual
Raised by: Aboitiz Powers (AP) 5. Row 12. Will aggregated contracts be allowed? As raised by GNPK	Response from End-User: Since this will be SLCC we will only allow a single contract
Raised by: Aboitiz Powers (AP) 6. Row 25. How was the PhP 6.00 price cap computed? At what load factor?	Response from End-User: We have provided the computation of the load factor in the TOR. For Baguio 67.72% for BCEZ and for Cavite is 61%. We shall provide detailed load profile in the supplemental bid
Raised by: Aboitiz Powers (AP) 7. Is this financial contract or physical contract	Response from End-User: This is a physical contract per lot however, you may nominate portfolio plants
Raised by: Aboitiz Powers (AP) 8. What if we have a physical contract i.e we assigned a plant and we shall another plant in our portfolio will this be considered subcontracting?	Response from End-User: No Sir, as long its under your submitted portfolio
Raised by: Aboitiz Powers (AP) 9. Is baguio city a financial contract or physical contract?	Response from End-User: This is a financial contract since this is a renewable energy
Raised by: Aboitiz Powers (AP) 10. It was raised in Baguio City, that you don't consider force majeure. Have the BAC consider events like suspension of market but the supplier can deliver?i.e. WESM – suspended but we can deliver the power or similar events	Response from End-User: We will get back to you on this
Raised by: Aboitiz Powers (AP) 11. One the submission is required to submit PSA. Would that mean that all bidders are not required to submit draft PSA at the opening if bids?	Response from End-User: No Sir, PSA shall be drafted by the Winning Bidder
Raised by: Anda Power	Response from End-User:

12. Lot 1: Baguio CSP base load 8-megawatt baseload? 8 megawatt no variables	No, the 8 megawatt is for the entire Load of BCEZ.
Raised by: FirstGen 13. It says we have to nominate either plant or portfolio or include the nominated plant in the supposed portfolio, connected to that we also need to submit requirements and allow plant visit to the nominated plants. Do we need to submit permits/requirements for each nominated plant?	Response from End-User: For renewable energy, yes sir, you need to submit eligibility documents for the nominated plants. However for the site inspection, if it is too much it may be not applicable. Business permit per plant is a requirement
Raised by: FirstGen 14. When you say for the renewable would that be for BCEZ only?What if we nominate a portfolio for CEC for Cavite?	Response from End-User: We will clarify this query in our supplemental bid.
Raised by: FirstGen 15. On Page 28 and Page 31, - Statement of Ongoing Contract - Statement of Single Largest Completed Contract - Is it okay if we can suggest refraining from sharing if it is in violation of our contract? That is we believe in violation of DPA? Example the amount of contract? We note that you mention this information is confidential, believe based on our reading of DPA we are not allowed to disclose this information without the consent of the contracting party. The contract amount	Response from End-User: We shall deliberate this query. What particular information will you see that you will be redacting?
Raised by: FirstGen 16. Regarding the bid security. When will the procuring entity be able to withdraw from the Bid Security? On what conditions?	Response from End-User: No Bid Securities shall be returned to bidders after the opening of bids and before contract signing, except to those that (i) failed to comply with any of the requirements to be submitted in the first bid envelope of the bid or (ii) were post-disqualified and submitted a written

i.e. Irrevocable line of credit as bid security	waiver of its right to file a motion for reconsideration and/or protest. We shall provide information in the Supplemental Bid.
Raised by: FirstGen 17. Earlier, a tripartite agreement with the concessionaire for the billing or settlement will be done, Will you prescribing a format for this?	Response from End-User: Yes, we will be prescribing a format for the winning bidder
Raised by: FirstGen 18. We would like to check the membership of BCEZ and CEZ? Are both direct WESM Member the two?	Response from End-User: For Cavite, the direct WESM member is Meralco concessionaire. We are indirect member. For Baguio, we are under direct member in Baguio as a directly connected customer in WESM.
Raised by: Anda Power 19. What is the Date of Contract and Date of Acceptance?	Response from End-User: I.e. Date of Contract was may and the duration in the contract is June to September Date of Acceptance shall be on May 2025 which is the date of signing of the contract
20. Bid Securing Declaration as clarified by Atty Rosales, PEZA BAC	Response from End-User: Grounds for Enforcement of Bid Securing Declaration a) Withdraws its bid during the period of bid validity required in the bidding documents; or b) Fails or refuses to accept the award and enter into contract or perform any and all acts necessary to the execution of the contract, in accordance with the bidding documents, after having been duly notified of the acceptance of its Bid during the period of bid validity
Raised by: GNPower 21. SLCC. If the ABC is computed based on contract price or are there other charges like fees, VAT	Response from End-User: Computed based on the contract price
Raised by: GNPower	Response from End-User: Date of Contract – Period of PSA

22. SLCC. Table Page 31 Will the date of acceptance	Date of Acceptance – Date of signing of contract i.e. date of contract signing is May 2025 – this would be the date of acceptance while date of contract would be the duration of the contract i.e, June to August 2025 for this bidding
Raised by Abotiz Power: 23. Is the basis of the SLCC not less than the date of the SLCC? For this one per year. - Can we suggest that the period will not be shorter than 3 years i.e. if we have 24. Does the completed SLCC has to be similar term to the project? And the answer earlier was not shorter. i.e. our contract is one year but the value equivalent to not less than 50% can this be considered?	Response from End-User: If we will enforce the 3 years, 3 years will be we need to discuss this with the End-user
Raised by Aboitiz Power 25. Business Permit. If incases business permit is expired, can we provide proof of renewal	Response from the BAC: Proof of renewal will suffice. However, the bidder must submit the business permit once available
Raised by Aboitiz Power 26. Are we required to submit a single mother envelope per lot?	Response from the BAC: One Mother Envelope per Lot Each lot will require separate submission each since the project shall be awarded separately.
Raised by: AP, Justin Lumbres; SPI, Anthony Tan: 27. Raised by Aboitiz Power, Sual Power Inc. and Anda Power 28. May we request for the required Certified True Copy of Documents be CTC by our Authorized Representative CTC shall be the one to CTC the documents required	Response from the BAC If the documents, you are required to submit are CTC copies from issuing office are difficult to obtain. You may present the original copy to a notary public, and have it certified true copy notarized by a Notary Public instead. This shall be considered by the BAC. A notarial service of a Notary Public involves the client presenting the original document to the notary for authentication or certification as a true

- We will not be able to submit the CTC copies from the issuing office since requisition of copies may take atleast 3 weeks, and this will not meet your deadline on March 25. - i.e. Articles of Incorporation. How can we have this authenticated/CTC b by the Notary Public	copy (CTC). The notary public verifies the original document before issuing the certified copy. But make sure that the original copies are available once requested.
Raised by Aboitiz Power 29. Can we suggest to submit during the bidding the CTC of the documents by the authorized representative, and then on the post qualification we can present the original copy of the document, to verify the authenticity. • SEC has a minimum of three weeks on the issuance of the docs	Response from the BAC The authorized representative of the company is just an authorized person to represent the company, because the document we are requiring you to submit has to be authenticated.
Raised by Aboitiz Power 30. In that statement, every time we submit a CTC of our authorized representative, is there a need for a notary statement? Or one notary statement that we are submitting all the documents with CTC.	Response from the BAC One certification for all documents submitted that requires in authentication from issuing government offices
	Response from the BAC Notary Statement from the Notary Public • You may prepare a photocopy of the signed document and present it to the Notary Public. The Notary Public will then compare the photocopy with the original document to verify its authenticity before proceeding with notarization. Additionally, the Notary Public may issue a notarial certificate stating that the notarized copy is based on the original document presented. • Documents issued by a third-party company pertain to

	authentication, which differs from standard notarized documents, as the latter involves direct verification and certification by a Notary Public.
Raised by Aboitiz Power 31. Just to clarify, we need to submit notarized undertakings that the documents presented were original copies.	Response by the BAC: • It's a certification of the notary public. BAC Chair: not an undertaking, it's a certification of the notary public that the documents are authentic.
Raised by Aboitiz Power 32. With that Atty., do we still need to label the documents Certified True Copy signed by the Authorized Representative or just the certification.	Response by the BAC: • Certification issued by the notary public will suffice.
Raised by Aboitiz Power 33. For the Performance Security, do we already have the amount in absolute terms?	Response by the BAC: • For the Performance Security it may depend on the contract price, then it's 30% in the form of bond and 5% in the form of bank or manager's check
Raised by Aboitiz Power 34. On the average power factor, I believe PEZA required a delivery on them, and power factor is an innate plant, so basically the ratio of the average power is __ hour , we request to reduce/remove the average power factor in the requirement.	Response by the End-User: • the term of average power factor here is the average power factor of PEZA within the zone, it's not the power generation company.
Raised by Aboitiz Power 35. Last question, on the requirement, we were allowed to submit the portfolio, question is, are we allowed to serve the total capacity that is required by PEZA on our portfolio or can we distribute any of the portfolio. • On the RE, (financial) I this a 100% offtake? Or It will vary based on the load factor.	Response by the End-User: We will provide a load profile

Raised by: Aboitiz Power 36. Clarifications, as mentioned earlier, if there are items or provisions or languages that are not applicable to each bidder, we will omit it (N/A), but for example on the templated omnibus that are not applicable to bidder, can we automatically omit or can we get the approval of the BAC that this is not applicable to the bidder, before we submit the document. • For example, we will just put there execution date or delivery date, just to be clear of what we are putting there, because the execution date is a sign date versus the actual delivery date of the contract.	Response by the End-User: There are provisions under this procurement may not be omitted. We shall clarify and include this in the supplemental bid bulletin • Date of the contract at SLCC refer to: • Date of Acceptance at SLCC refer to: • Date of the Contract at Statement of Ongoing Government and Private Contract refers to: • Date of Delivery Statement of Ongoing Government and Private Contract shall refer to: End-User: to standardize the columns on both forms (SLCC) on Supplemental Bid
Raised by: GN Power 37. Last question, as mentioned earlier, we can add our portfolio for both lots, question to clarify, all the portfolio added must have legal documents or eligible documents and that should be put in an envelope, is there a limitation on adding the documents or as many as we can? 38. How will physical contracts apply if PEZA guarantees the portfolio of plans here? 39. Is it more of a financial contract if we are looking at the portfolio?	Response by the End-User: • in the event that there is a backdown of the plant, at least you have a back-up plan. • It's more of a combination, but it is also possible if it is contract negotiation.
Raised by First Gen: 40. For the qualification of PhilGEPs platinum account since we are still in the process of this, would you consider post-qualification in case the renewal will not be able to meet the deadline, we are just	Response by the End-User:: • Are you referring to your PhilGEPs registration because if you have a portfolio of plants you're going to register that portfolio of plans to

upgrading to platinum. Can we submit proof of PhilGEPs renewal? - We have a couple of entity as genco depending on the plants we will use, we are going also to choose which genco will participate in the bid, so that's why we're choosing which genco before we upgrade our PhilGEPs registration to platinum.	PhilGEPs or it's just the FGen. Response from the BAC: • Renewal is different from upgrading since there are several conditions, we will deliberate on this and we will include this in our Supplemental Bid Bulletin.
Raised by First Gen 41. On the submission of requirements may we request to include this in the Supplemental Bid Bulletin, • My last question, is may we know when will be the Supplemental Bid Bulletin will be given?	Response from the BAC: Sir, before we adjourn the meeting today we will be posting the revised timeline, and BAC Sec will inform you about the revised timeline.
Raised by Aboitiz Power: 42. With regards on the PhilGEPs registration since it is system-generated, we don't need to type it out, we will just print it as it is. And there is a note below that "no signature is required" Just to clarify on the CTC, we will bring each document to the Notary Public and we will have the certificate then have it notarized stating that these documents are authentic.	Response from the BAC: E copy of PhiGEPS Registration is accepted. Just one Certificate for all the CTC docs.
Raised by Aboitiz Power: 43. Question on the Technical Working Group regarding the price cap of 6 pesos, given the current market issued at 61% the 6 php will be difficult, will that be considered improving the tariff structure, instead price cap at 6 pesos and given that PEZA has a big requirement at capacity of 77 megawatts.	Response from the BAC: We shall clarify and include this in the supplemental bid bulletin
Raised by Aboitiz Power: 44. Bid Form reflected on the bid amount is interms of Peso it should be multiplied with the	Response from the End-User:

kilowatt hour in terms of amount is this based on the projected annual offtake? • The total bid price includes the cost of all taxes, such as, but not limited to: *[specify the applicable taxes, e.g. (i) value added tax (VAT), (ii) income tax, (iii) local taxes, and (iv) other fiscal levies and duties]*, which are itemized herein or in the Price Schedules	This will be based on the Projected Annual Offtake and shall be VAT Exclusive . Please reflect this
Raised by Aboitiz Power: 45. Can we be provided with the copy of the matrix of comments with response so we can other questions ?	Response from the BAC: The official document will be released together with the Supplemental Bid
Raised by Aboitiz Power: 46. SLCC is 5 years while in the ITB is three years	Response from the End-User: We shall clarify and include this in the supplemental bid bulletin
Raised by Aboitiz Power and Sual Power Inc.: 47. For the Ongoing and Awarded Contract does this pertain to does this to a distribution utility customer of the Gen Co. or distribution utility customers of Gen Co po? • Can we include Gen to RES or RES to RES?	Response from the End-User: We shall clarify and include this in the supplemental bid bulletin
Raised by Aboitiz Power and Sual Power Inc.: 48. For contract under FIT plant, do we still need to include it? For example, we have contracts with other government agencies under FIT plant	Response from the End-User: We shall clarify and include this in the supplemental bid bulletin
Raised by Aboitiz Power: 49. Based on the review of the documents, it was not mentioned about the failure of bidding, at GPPB there is a failure of bidding, for example, there is only one who submitted the bid, so it is not	Response from the BAC: No, this will not be considered a failure of bidding even if there is only one bidder who submits, provided that the said bidder was able to comply with the documentary requirements under the bid document.

considered a failure of bidding, does the treatment in this bidding the same?	
Raised by Aboitiz Power: 50. Can we suggest to submit during the bidding the CTC of the documents by the authorized representative, and then on the post qualification we can present the original copy of the document, to verify the authenticity. • SEC has a minimum of three weeks on the issuance of the docs	Response from the BAC: The authorized representative of the company is just an authorized person to represent the company, because the document we are requiring you to submit has to be authenticated.

IV. Instructions of the BAC

The BAC Chair instructed the Secretariat to compile all the questions/clarifications received for the posting of Bid-bulletin. She also reminded the schedule of activities in moving forward.

ACTIVITY	SCHEDULE
Deadline for Submission of Queries	15 March 2025
Deadline for Posting of Supplemental Bid Bulletin	17 March 2025 or at least 7 days before the deadline for submission of bids
Deadline for Submission of Bids	25 March 2025, 10:00 NN
Opening of Bids	25 March 2025, 02:00 PM

V. Adjournment

Having no other matter to discuss, the meeting was adjourned at 03:00 PM.

APPROVED BY:

ROWENA T. NAGUIT
BAC Chairperson

(excused)
LUDWIG O. DAZA
Vice-Chair

MARK P. RUBIO
Member

CHRISTINE HEIDE A. ROSALES
Member

JOY ANNE G. NAVALON
Member

Prepared by:

MARY SIMONETTE C. MORAL
Head, Secretariat