

**NATIONAL AND INTERNATIONAL CALL
FOR EXPRESSIONS OF INTEREST FOR "IMPLEMENTATION
AND SUPERVISION OF INDUSTRIALIZATION PROJECTS IN BOLIVIA"
MINUTES OF CLARIFICATION BRIEFING**

According to the schedule attached to the publication of the National and International Call for Expressions of Interest. On Monday, August 9, 2021 until 9:00 am, written inquiries were received and at 15:00 the Clarification Briefing was held in person and virtually, according to the following development.

Inquiries received in writing to the procurement office of the Ministry of Production Development and Plural Economy.

1. Consultations of HERRAGRO S.R.L.

The following consultations were presented at the Clarification Briefing:

At 15:00 hours the inquiries of the company HERRAGRO S.R.L. were read and answers were given in English and Spanish languages.

Common consultations for Calls for Expressions of Interest for the product Consultancy "Implementation of the basic chemistry industry in Bolivia" and Consultancy "Supervision – implementation of the basic chemistry industry in Bolivia"

1. S.D 4545 exceptionally authorizes direct abroad contracting only if the required consulting services do not exist in the national market. In this context, please clarify what procurement norm will apply? In case of not applying S.D 181, please pinpoint the legal reasons and attach the applicable norm.

Answer: This Call is not a Procurement Process but a Call for Expressions of Interest.

2. Who are eligible proponents? Is it possible to participate in accidental association (joint-venture)?

Answer: Eligible proponents are legally established national and international companies. It is possible to participate with an accidental association.

3. As a Bidder we must provide for the necessary personnel and other important logistics and operation issues, for which we request to be provided with the schedule of proposals evaluation, documentation presentation and deadline for contract signature.

Answer: There are no deadlines since this is not a Procurement Process but a Call for Expressions of Interest.

4. Please clarify the minimum validity of the required guarantees. Besides, if Bank guarantee, guarantee on first requirement and guarantee policy are accepted indistinctly.

Answer: Two types of guarantees were requested, Guarantee for Contract Compliance and Guarantee for Correct Investment of Advance Payment, both guarantees must be in force during the duration of the service.

5. Although it is pointed out that the evaluation method is Quality, Technical proposal and cost and an additional conditions form is shown for a total of 50 points, there are no detail of the conditions, forms and evaluation procedures. For the sake of transparency principles and legal certainty, we thank to be provided with the complete detail of the assessment method, remarking the total score to be assessed, scoring system, formulas and everything that corresponds to give clarity and transparency to the evaluation.

Answer: The Call for Expressions of Interest does not correspond to a formal Procurement Process.

6. In the attached documents (Presentation Forms) reference is made to the Contracting Base Document - DBC; however, we do not know that this document exists in the procurement process. Please clarify this point.

Answer: Inside the TDRs the word Contracting Base Document DBC must be understood as Terms of Reference TDR.

7. Please clarify the goal of the process. It is not clear whether this is a Procurement process that culminates in the contract signature or it is only a request for information to see if there are any interested companies. Please attach backup norm.

Answer: The goal of the process is a Call for Expressions of Interest.

Consultations for the Call for Expressions of Interest for the product consultancy "Implementation of the basic chemistry industry in Bolivia"

1. The annexed documents (Submission forms) set out aspects related to the Proposal Seriousness Guarantee; however, this document is not required according to numeral 25 of the TDRs. Please clarify this point.

Answer. The Proposal Seriousness Guarantee is not required.

2. The National and International Call for Expressions of Interest was published on August 1st 2021: and it establishes a deadline for the submission of proposals on August 16 2021 and the clarifications to consultations are made immediately on day nine bidders only will have five working days and understanding that the participation of international companies is essential, the deadline extension for submission is requested for 10 additional days.

Answer. The request for a deadline extension will be considered and if the extension is accepted, there will be communications to all bidders in due course before the opening of proposals.

3. The published Terms of Reference TDR establish the presentation of a proposal for the five chemistry plants, is the presentation to all five plants essential or partial proposals for three or two plants are allowed, since it is a Call for Expression of Interest?

Answer. According to the Terms of Reference, proposals must be submitted for all five basic chemistry plants.

4. The deadline for presentation of Final Products is 120 days, is it fixed or could it be extended? Is the deadline for the five simultaneous projects or for each project on different dates? The TDRs are not clear about it.

Answer. Deadlines are fixed and set for the five basic chemistry plants.

5. The products of the consultancy are technically approved by the supervision and for payment purposes and MDPyEP do not establish deadlines, is it possible to determine them? The time of the consultancy is very short and also requires to establish approval periods.

Answer. The product approval periods are in the TDR, in numeral 18.1 PRODUCTS AND/OR PARTIAL REPORTS.

6. Years of specific experience for professionals in mechanical and thermo-mechanical installations, electronic systems and automation, electrical installations could be reduced or industrial experience taken into account? This will allow the participation of Bolivian professionals.

Answer. For all requested professionals in numeral 16 MINIMUM STAFF REQUIRED the years of specific experience cannot be reduced. Industrial experience will be considered.

7. The submission of progress reports or product reports will require the physical presence of key personnel or will they be allowed to be present by virtual platforms?

Answer. Yes, the physical presence of key personnel will be required, according to numeral 20 TRAVELS of the TDR, the bidder must consider all costs associated to the proposed staff travels.

8. According to the approval of the schedule of the consulting service, could the payment methods be adjusted? This would allow a better economic recognition of the progress made by the consultancy.

Answer. The payment methods are described in numeral 12 COST AND PAYMENT METHOD.

CONSULTATIONS FOR THE CALL FOR EXPRESSIONS OF INTEREST FOR THE PRODUCT CONSULTANCY "SUPERVISION - IMPLEMENTATION OF THE BASIC CHEMISTRY INDUSTRY IN BOLIVIA"

1. The TDRs do not mention anything about the Proposal Seriousness Guarantee, however, the documents that must be presented in the proposal do. Please clarify this point, specifically by referring to whether it is necessary to present this guarantee or not detailing amount or validity.

Answer.- The Proposal Seriousness Guarantee is not required.

2. Although it is pointed out that the evaluation method is Quality, technical proposal and cost and an additional conditions form is shown for a total of 50 points, there are no detail of the conditions, forms and evaluation procedures. For the sake of transparency principles and legal certainty, we thank to be provided with the complete detail of the assessment method, remarking the total score to be assessed, scoring system, formulas and everything that corresponds to give clarity and transparency to the evaluation.

Answer.- The Call for Expressions of Interest does not correspond to a formal Procurement Process.

3. In the TDRs in the product presentation schedule: it can be understood that the three products are to be presented at the end of the consultancy – supervision and do not have a relation with the payment percentages, can you clarify the partial payments for product? It would seem that all payments are at the conclusion of the service.

Answer.- The payment methods are described in numeral 12 COST AND PAYMENT METHOD and they do establish payment percentages.

4. The National and International Call for Expressions of Interest was published on August 1st 2021: and it establishes a deadline for the submission of proposals on August 16 2021 and the clarifications to consultations are made immediately on day

nine bidders only will have five working days and understanding that the participation of international companies is essential, the deadline extension for submission is requested for 10 additional days.

Answer. The request for a deadline extension will be considered and if the extensions is accepted, there will be communications to al bidders in due course before the opening of proposals.

Subsequently, the questions from the participants of the Clarification Briefing are presented.

Questions from the company IPMI (Iran).

1. Some technologies or patents were established a-priori for the production process?

Answer. No technology or patent were established a priori for the production process. These aspects must be proposed by the company at the time of the study preparation.

2. What will be the assessment process?

Answer. The Call for Expressions of Interest does not correspond to a formal Procurement process.

3. Clarification on the terms of reference TDR of the Basic Chemistry Industry, a company can be awarded both Calls, the Call for the preparation of the study and the Call for supervision.

Answer. There are two terms of reference and any company cannot be awarded both consultancies.

4. Clarification whether a company can submit its proposal to this Call of Expression of Interest and then in the next stage to the EPC (Engineering, Procurement and Construction) project.

Answer. According to the TDR, in numeral 24 DISQUALIFICATION the company that prepares the study is disqualified from carrying out the implementation of the project (EPC).

5. IPMI requests a deadline extension for 10 more days.

Answer. The request for a deadline extension will be considered and if the extension is accepted, there will be communications to all bidders in due course before the opening of proposals.

Questions from the company Audita Consulting (Bolivia) regarding the TDR implementation of the Basic Chemistry Industry in Bolivia.

1. What content of the proposal should be presented?

Answer. The submission of the proposal to the Call for Expressions of Interest must be made based on the Annexes formats of the TDR.

2. Audita Consulting requests a deadline extension for 12 days.

Answer. The request for a deadline extension will be considered and if the extension is accepted, there will be communications to all bidders in due course before the opening of proposals.

Questions from the company EPSSON S.R.L. regarding the TDR implementation of the Basic Chemistry Industry in Bolivia.

1. Is it mandatory to submit proposals to the 5 published terms of reference?

Answer. It is not mandatory to present proposals to all five terms of reference.

2. Will there be a different qualification system for domestic and foreign companies proposals?

Answer. There is no difference between proposals from domestic and foreign companies.

3. EPSSON SRL requests a deadline extension for 10 more days.

Answer. The request for a deadline extension will be considered and if the extension is accepted, there will be communications to all bidders in due course before the opening of proposals.

Questions from the company CAEM S.R.L (Bolivia) regarding the TDR implementation of the Basic Chemistry Industry in Bolivia.

1. The publication refers to a Call for Expressions of Interest, however, the specifications refers to a Procurement Process, which one is correct?

Answer.- The process is a Call for Expressions of Interest.

2. What does it mean to develop the operation and maintenance plan? considering that the consultancy will make a design to be implemented by a company that has the required technology, this because the companies that own the technology, has operation and maintenance manuals of their equipment so it is difficult to determine these documents because the equipment to be installed is unknown in advance, or the consultancy only would prepare a basic document to define the minimum scope that maintenance and operation plans must comprise, please clarify this aspect.

Answer.- A basic maintenance plan is requested, which corresponds to general guidelines for the elaboration of these manuals in the implementation process.

3. Will the ministry participate and/or assist in obtaining data from public institutions? considering that the TDR establishes a short period of 30 days for the preparation of such studies, considering access to primary and secondary sources of information is difficult.

Answer. The Ministry will assist, but also the company must consider the necessary personnel and budget for the survey of information in the established period.

4. In the supply analysis, it is requested to perform the quantification of the availability of raw material and inputs, what does this aspect refer to?, considering that it is implied that a mining prospection (reservoir study) must be carried out, required for the quantification, this activity is unfeasible to do within the deadline of 120 days, since a study of deposit quantification requires more time and additionally is for the 5 chemistry plants for which further studies will be required, please clarify this point.

Answer. A mining prospection is not being requested, secondary sources of information have to be used to estimate availability of raw materials, additionally lab analyses to establish raw materials quality must be made.

5. To carry out the socio-economic analysis will the use of secondary sources be admitted for the assessment? considering that there is little time to carry out a primary source survey, since the time mentioned in the TDR is 30 days.

Answer. The use of secondary data is allowed but it is expected specific staff to be hired to perform data collection work.

6. It is mentioned that Eucalyptus (Oruro) and Uyuni (Potosi) cities should be considered for the installation of sulfuric acid plant and Sodium Hydroxide and Sodium Carbonate plants respectively. If the studies to be elaborated technically conclude to locate the plants in a single location or in other different localities, will this options be taken into account by the Ministry?

Answer. All the alternatives proposed in the TDR should be analyzed as well as those other locations proposed by the company that prepares the study.

7. TDR refer to the choice of one or several locations. In this sense, if several locations are chosen, it is understood that the study should be carried out at each chosen location/catchment area.

Answer. Yes, necessary analyses have to be carried out for each location/catchment area.

8. What does it mean by detailed engineering? Considering that the detailed engineering is developed by the company awarded for the construction of the industrial plants. This a preliminary stage of pre-design and it is not feasible to technically establish all the construction details (civil, mechanical, electrical, instrumentation and control), please clarify this point.

Answer. To reduce uncertainty in the implementation process, it is necessary to have as much information as possible at the stage of elaboration of the study. It is not being requested a detailed engineering.

9. TDR requests the elaboration of the Program for Safety and Health at Work PSST, however, it also clarifies that this document is executed in activities in execution (either for construction or operation), since it must demonstrate implemented controls and not hypothetical activities of future implementations, this based on the NTS 009. In any case, the PSST would be prepared for construction phase and another for operation, please clarify how it would proceed considering that you are requesting a PSST in the engineering development phase.

What it applies it is a document of recommendations of industrial safety that are linked to the engineering phase, in which aspects defined in Law 16998 and NTS are verified.

Answer. In section 7.2.2. Industrial Safety Analysis a base document is requested which will guide in the future the PSST requested to the contractor.

10. TDR asks to define the structural calculations, this aspect is defined once the detailed engineering is established, considering that this calculation cannot be made with assumptions, since the equipment weights to be installed are still unknown and therefore the weight of every section in each plant, since, as you must know each company that owns the technology has different equipment which makes it impossible to have a detailed calculation and this could limit the bidders in the construction stage, please clarify this aspect.

Answer. In point 7.7.2.3 the content of the infrastructure analysis is established, it is not a final design, but corresponds to the best approach to a final design.

11. It is understood that a sewage treatment system has to be proposed for domestic waste water and another for industrial waste water, if applicable and appropriate, please confirm this aspect.

Answer. Yes, both are required.

12. It is understood that under applicable regulations, a proposal for management of hazardous and non-hazardous solid waste is requested.

Answer. Yes, both are required.

13. CAEM acknowledges that the following questions were not properly elaborated. The preparation and management of FNCA or a similar one is requested according to applicable regulations (RPCA, RGGGA, RASIM and others); and TDR refers to the preparation of the corresponding documentation according to the corresponding category.

This directly involves preparing the IRAP according to their categorization and applicable regulations, be it an FNCA, RAI, EEIA. However, in the results obtained it does not refer to the management of the License as such (DIA, DAA, CDC3, as applicable or appropriate) please clarify this aspect.

It should be considered that due to the terms of the service of this consultancy and the regulatory deadlines to develop and manage an environmental license this type of aspect contradicts, since the deadlines are not necessarily adequate for this type of management of environmental procedures. Please clarify this point.

In case that only the elaboration of the IRAPS is required and not the management, clarify how to proceed with these procedures before the environmental authorities.

It is important to state that for the environmental licensing must have minimally the information of Pre-feasibility or feasibility / final design completed. Please clarify this aspect

Answer. No answer was given.

14. It is understood that a diagnosis of the environmental situation of the location or locations selected will be elaborated in a specific chapter. Please confirm this.

It is understood that in a specific section a comparison of alternatives and the best location chosen from a technical, economic and environmental point of view is requested. Based on the chosen alternative, the environmental documents required by regulations will be prepared.

Answer. The required environmental studies should be prepared for every defined location.

15 Would there be any impediment in submitting to both Calls: design and supervision?

Answer. CAEM expresses that it no longer requires an answer to this question, because it was previously answered.

16. CAEM request an extension of the deadline for 15 days.

Answer. The request for a deadline extension will be considered and if the extension is accepted, there will be communications to all bidders in due course before the opening of proposals.

The following companies participated in the meeting.

VIDATEC (Bolivia)

IPMI (Iran)

COMECON SRL (Bolivia)

EMBASSY OF IRAN

MAISON – ING (China)

EPSSON SRL (Bolivia)

Audita Consulting (Bolivia)

HERRAGRO S.R.L. (Bolivia)

Cielo Abierto (Argentina)

EXPLANATORY NOTE

In response to the requests for extension of deadline, presented at the Clarification Briefing on August 09th, 2021, it is communicated that the deadline established in the NATIONAL AND INTERNATIONAL CALL FOR EXPRESSIONS OF INTEREST FOR "IMPLEMENTATION AND SUPERVISION OF INDUSTRIALIZATION PROJECTS IN BOLIVIA" is currently in force, being the date of presentation of proposals on August 16th, 2021 at 10:00 am.