



Corporate Finance Department - Materials Management Division

RFI RESPONSE #1

Design, Build, Finance, (Operate) Maintain the City of Winnipeg's Capital Integration Project - Southwest Transitway (Stage 2) and Pembina Highway Underpass

RFQ 201-2014

ISSUED: October 28, 2014

URGENT

PLEASE FORWARD THIS DOCUMENT TO WHOEVER IS IN POSSESSION OF THE REQUEST FOR QUALIFICATIONS

THE FOLLOWING PROVIDES ANSWERS TO RFI'S FROM PROPONENTS

QUESTION 01: With regards to the financial capacity requirements as set out in B32.1 could the City please clarify whether it is acceptable to provide Parent Company financials (only) if a letter of support is provided as part of B32.3?

ANSWER 01: This item has been addressed in Addendum 1.

QUESTION 02: The items listed under requirements for B29.2, B30.4, B31.3 do not match the items in Table 13. Please clarify the intention of the listed items.

ANSWER 02: The items listed indicate "as applicable" and are intended to provide an indication of the nature of information to be included in the project examples, however, as noted, Proponents are required to use the format specified as per the referenced tables.

QUESTION 03: With regards to the Table 13 item please clarify the meaning of "Description on any limitations on scope of the project or work or services performed by the Prime Team Member or any Team Member of Key individual". Does this mean one should describe the challenges experienced in delivering the project or simply scope omitted from a typical scope of work?

ANSWER 03: This item has been addressed in Addendum 1.

QUESTION 04: With regards to B30.1 COR Requirements, will an "Application for Reciprocity" letter be acceptable?

ANSWER 04: This item has been addressed in Addendum 1.

QUESTION 05: In accordance with B16.2 of the RFQ, the Contract Administrator is able to issue future addendums at least two (2) Business Days prior to the Submission Deadline. Proponents will be printing their submissions at least two days prior to the submission date and we are concerned the late addendum deadline does not provide proponents enough time to react to any significant changes.

ANSWER 05: This item has been addressed in Addendum 1.

<b>QUESTION 06:</b>	Reference: Section B32.1 Financial Capacity.  For entities where financial statements are provided for a parent company, rather than the entity listed in B32.1, is evidence of the parent company's willingness to act as a Guarantor sufficient to negate the requirement of financial statements for each subsidiary?
<b>ANSWER 06:</b>	This item has been addressed in Addendum 1.

<b>QUESTION 07:</b>	Reference: Section B32.5 Experience & B32.8 Key Individuals  For the project experience section, section B32.5 requires a maximum of 3 project examples. We would like to confirm if it is a maximum of 3 pages per project or 1 page per project thereby making it a 3 page limit for the 3 projects? Please clarify the 3 page limit.  Similarly for the key individuals, section B32.8 requires a maximum of 3 key individuals. Is the limit for each key individual 6 pages in total, meaning 2 pages maximum per key individual? Please clarify the 6 page limit.
<b>ANSWER 07:</b>	The maximum page limits in the sections noted above apply as follows – maximum 3 pages in total for project examples and maximum of 6 pages in total for Key Individuals.  Furthermore, note revision to section B32.8 in Addendum 1.

<b>QUESTION 08:</b>	Could the Authority please indicate which section they expect tables 3-12 to be placed in the submission? Would it be acceptable for tables 3-12 be located in the appendices for each relevant section?
<b>ANSWER 08:</b>	Tables 1 to 12 set out in Appendix A of the RFQ should be grouped together in a single Appendix consistent with Section B26.1(a) of the RFQ.

<b>QUESTION 09:</b>	Is the Certificate of Recognition or letter/report from an independent reviewer required from each Team Member involved in construction and maintenance or from the Proponent Team as a whole?
<b>ANSWER 09:</b>	This item has been addressed in Addendum 1.

<b>QUESTION 10:</b>	The requirements of B28.1 to B28.5 request a significant amount of detail about the Applicant's team and approach to partnering. To fully respond to these requirements and meet the general guidelines and instructions for the Qualification Submission, please increase the page limit from 4 pages to 5 pages?
<b>ANSWER 10:</b>	This item has been addressed in Addendum 1.

<b>QUESTION 11:</b>	<p>Section B32.1 of the RFQ requests that Proponents submit the following:</p> <ul style="list-style-type: none"> <li>a) Copies of audited financial statements for each of the last three years;</li> <li>b) Copies of interim financial statements for each quarter (or other interval for which interim statements are prepared) since the most recent year for which audited statements are provided</li> <li>c) Details of any material off balance sheet financial arrangements currently in place;</li> <li>d) Bank references (or alternatively, in the case of the Financing Prime Team Member, alternative information that will fully satisfy the City of the financial capability of such Prime Team Member to lead and carry out the Proponent's plan for financing the Project), which should be letters from the bank setting out the length of banking relationship, types and amounts of credit facilities and credit history with the bank;</li> <li>e) Credit rating information, if available;</li> <li>f) Details of any material events that may affect the entity's financial standing since the last annual or interim financial statement provided;</li> <li>g) Details of any bankruptcy, insolvency, company creditor arrangement or other major litigation in excess of \$10 million, or other insolvency proceeding in the last three (3) financial years, plus the current year;</li> <li>h) For each Construction Prime Team Member, its bonding capacity and a letter of reference from a bonding company;</li> <li>i) For each Construction Prime Team Member, all known or committed participation in construction projects to occur over the next 5 years, addressing the impact on its ability to participate in the Project; and</li> <li>j) Additional financial information, if any, that in the Proponent's view will demonstrate to the City that the Financial Disclosure Entities have sufficient financial standing, capacity and resources to carry out their respective roles on the Project.</li> </ul> <p>In reference to items (c), (f), and (g), please confirm that the City does not require this information to be provided in the form of a letter signed by the Financial Disclosure Entity's CFO and that simply providing this information by way of narrative response in the Qualification Submission will be considered compliant with the requirements of the RFQ.</p>
<b>ANSWER 11:</b>	<p>The information is to be provided as stated in the RFQ; there is no requirement for a letter signed by the Financial Disclosure Entity's CFO for the items referenced above.</p>

<b>QUESTION 12:</b>	<p>In section B16.2 of the RFQ the City suggested that the last day that an addendum could possibly be issued is two (2) Business Days prior to the Submission Deadline.</p> <p>We believe that two (2) Business Days a reasonable time for Proponents to implement changes to their Qualification Submission. To be able to implement any changes resulting from addenda and then handle the production and printing of the RFQ submission and meet the Submission Deadline the two (2) Business Days should be extended to five (5) Business Days. Should the City wish to leave themselves the freedom to be able to extend the Submission Deadline during the five (5) Business Days prior to the Submission Deadline, it could add the provision stating that the five (5) Business Days period does not include an addendum related to the change of the Submission Deadline.</p>
<b>ANSWER 12:</b>	<p>This item has been addressed in Addendum 1.</p>

<b>QUESTION 13:</b>	Please confirm that 11x17 pages may be used in the narrative sections of the Qualification Submission where appropriate (i.e. for organizational charts, figures, drawings, etc.) and that 11x17 format organizational charts, figures, or drawings, etc. illustrating concepts may be bound with explanatory text or narrative.
<b>ANSWER 13:</b>	This item has been addressed in Addendum 1.

<b>QUESTION 14:</b>	<p>Question 1: Can an O&amp;M Prime Team Member provide a Certificate of Recognition obtained by its Canadian subsidiary that will perform the O&amp;M activities on the Winnipeg CIP?</p> <p>Question 2: With regard to clauses B26.5 (format) and B28.3 (organizational chart) and taking into account the considerable amount of information to be shown, can the organizational chart be provided on an 11x17" page or split in 3 parts, each presented on a 8.5x11" page?</p>
<b>ANSWER 14:</b>	These items have been addressed in Addendum 1.

**OUTSTANDING QUESTIONS:**

<b>QUESTION 15:</b>	<p>In regards to the financial documents enumerated in Section B32:</p> <p>In the case of the Canadian subsidiary of an international company, some of the required documents may not be available or may not cover the required period of time. In such a case, can the parent company provide those documents instead of its Canadian subsidiary, understanding that while the Canadian operating entity would be the part of the Proponent team, the parent company would in any case provide experience and financial support to its operating entity in Canada for the all the obligations related to the project?</p>
---------------------	---

<b>QUESTION 16:</b>	<p>Reference: B28.7 &amp; B28.8 of the RFQ</p> <p>In the submission requirements for Proponent Team And Project Development Prime Team Member section of the RFQ, B28.7 requires Proponents to display the Development Prime Team Members project experience using Table 13 in Appendix B. However, B28.8 requires Proponents to display the past experience of all Proponent Team Members experience participating together on DBF(O)M or similar projects.</p> <p>Given that B28.7 requires Proponents to provide three Project Examples of Project Prime Development Team Members using Table 13 in Appendix B, which are 2 pages in length each, the permitted maximum page count of 6 pages does not provide space to incorporate B28.8 requirements of indicating our past experience with all Proponent Team Members.</p> <p>Could the City please consider increasing the page limit for this section so Proponents can incorporate their working experience with all of the Proponent team members?</p>
---------------------	--

<b>QUESTION 17:</b>	This request is in regards to requirement B32.1 (a): Copies of audited financial statements for the last three years. If a team member has confidential financial statements, does it have to submit 11 copies (one original and 10 bound copies) as with the rest of the requirements, or will one copy of the statements (in a sealed envelope with the NDA attached) suffice?
---------------------	--

<b>QUESTION 18:</b>	<p>The Proponent kindly requests a clarification regarding the evaluation of experience.</p> <p>Will all experience be evaluated collectively (across sections) or will it be evaluated on a section by section basis? That is to say, if the same project is submitted for two separate sections, will it be evaluated solely on the basis of the section for which is submitted or will it be evaluated considering the fact that it was submitted for multiple sections?</p> <p>Will projects submitted as experience in a specific section be evaluated collectively (to meet all experience requirements collectively) or on a project by project basis (for each project to meet all requirements)?</p>
---------------------	---