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CHALLENGE CORPORATION

UNITED STATES OF AMERICA



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Compacts & Infrastructure

Procurement Process

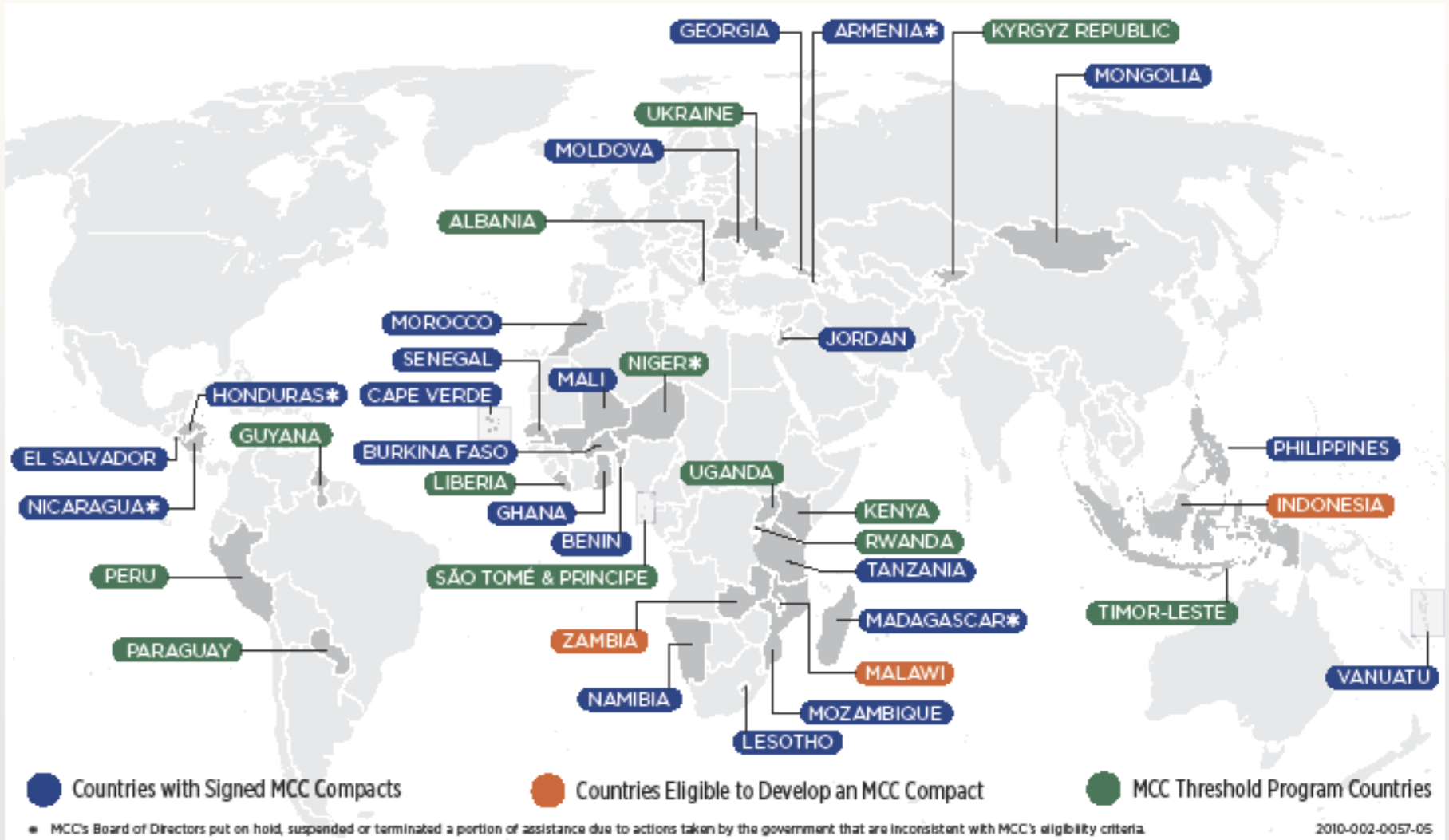
MCC's Compact Program

Unique MCC Characteristics

MCC: US foreign assistance agency designed to “reduce poverty through sustainable economic growth”

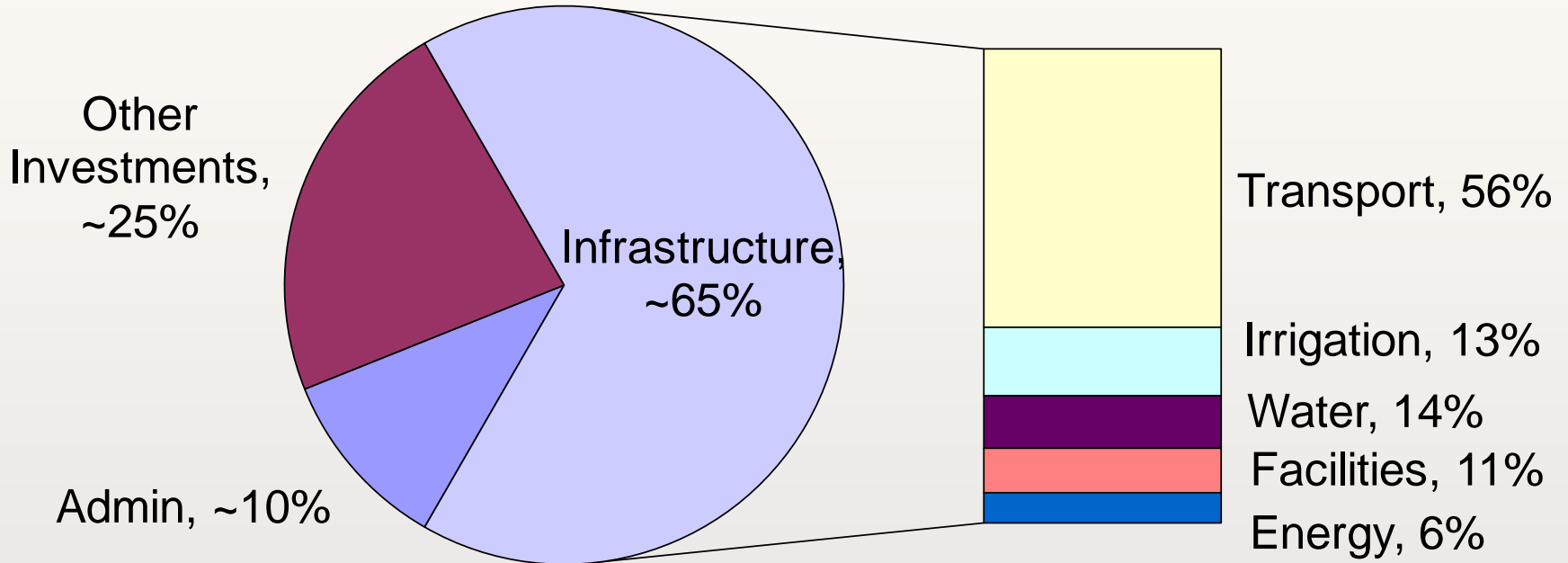
- MCC signs a Compact with the eligible country after they have designed a program to promote economic growth.
- The Compact details the projects to be funded and the implementing arrangements.
- MCC eligible countries form accountable entities (e.g., MCA-Senegal) which are responsible for implementing the Compact and selecting contractors.
- At “entry into force” of the Compact all funding is obligated, reducing risk to implementers.
- Compact funds must be spent within 5 years.

Where MCC Has Operated Since 2004



What MCC Funds

\$7.9 Billion in 22 Compacts



*In the pipeline: Malawi, Zambia, Indonesia;
2nd Compacts for Cape Verde, Georgia, Ghana*

Infrastructure -- Services Procured

By MCC

- Due Diligence Support
- Feasibility Studies, EIAs, RAPs
- Independent Engineering Services
- Specialty Consulting

By MCAs

- Project Management Consulting
- Feasibility Studies
- SEAs, EIAs, RAPs
- Design & Preparation of Bidding Documents
- Construction Supervision
- Construction
- Specialty Consulting₆

Near-Term MCC Country Opportunities

Engineering Goods, Works and Services

Country		Transport ¹	Water	Energy	Irrigation	Other Infra ²
Burkina Faso		X	X		X	X
Jordan			X			
Lesotho			X			X
Malawi				X		
Moldova		X			X	
Morocco					X	X
Mozambique		X	X			
Namibia						X
Philippines		X				X
Senegal		X			X	
Tanzania		X		X		

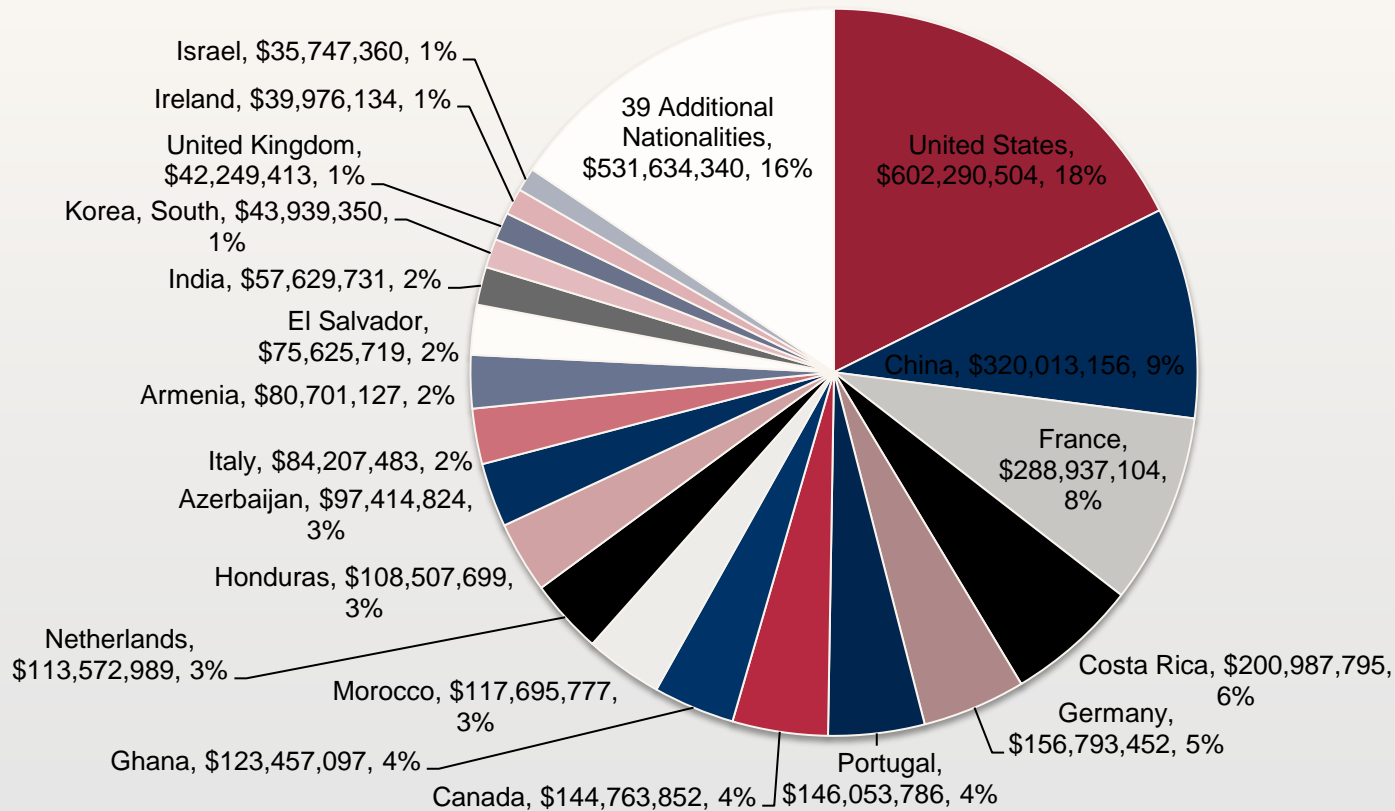


1. "Transport" includes roads, airports, ports, and ferries

2. "Other Infra" includes buildings, social infrastructure, and small-scale community infrastructure

Contractor Nationality

All MCC and MCA-Funded Contracts as of August 31, 2010 (Contracts above \$50,000)



Note: Due to the change in procurement policy, few new contracts will be awarded to Chinese companies but affects all government owned enterprises. 8



Evaluation Criteria

Eligibility

- No conflicts of interest
- No GOEs
- Any nationality (with few restrictions)
- No debarred and excluded parties
- No history of non-performing contracts or of litigation
- Other disqualifiers

Technical

- General, similar & specific experience
- Environmental and social documents
- Health and safety documents
- Technical offer – work program, method statement, cash flow projection
- Construction equipment
- Project management organization & personnel

Financial

- Audited financial statements
- Size (turnover) in relation to contract
- Financial ratios (current ratio, debt ratio)
- Financial resources (cash flow requirement)
- Able to obtain securities (bid, performance, advance payment)



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Compacts & Infrastructure

Procurement Process



Compact procurements

- Administered by MCA Entities.
- Contract opportunities – all untied – are published to:
 1. <http://www.mcc.gov/>
 2. <http://mcc.dgMarket.com/>
 3. <http://www.devbusiness.com/>

dgMarket®

United Nations
Development Business



Threshold procurements

- Administered by USAID.
- Most tied to US companies.
- Opportunities published to <http://www.FedBizOpps.gov/>

FedBizOpps



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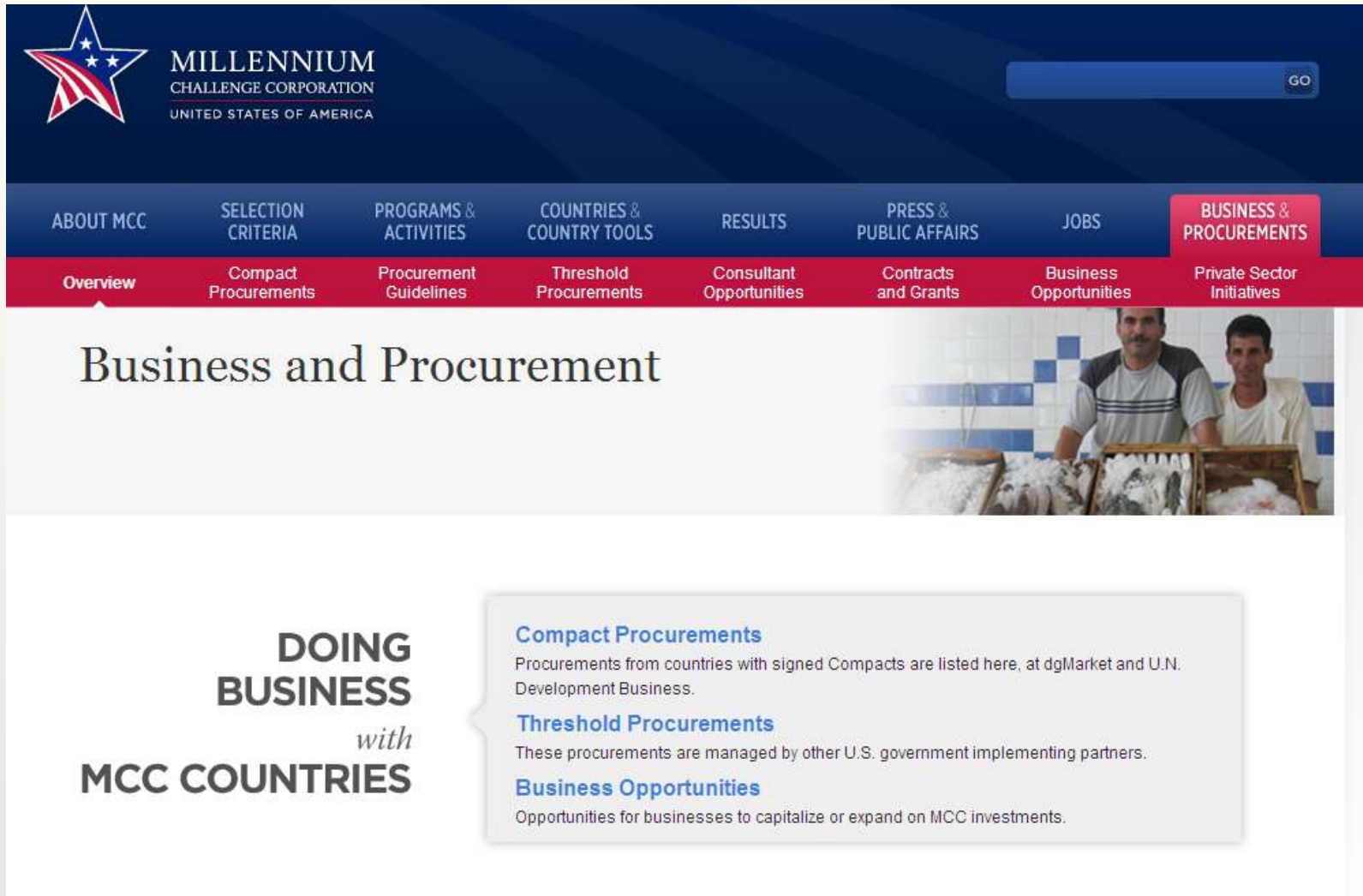
MCC corporate procurements

- Administered by MCC.
- Some tied to US companies.
- Opportunities published to <http://www.FedBizOpps.gov/>

FedBizOpps



www.MCC.gov: One-stop-shop for Bidders



The screenshot shows the top navigation bar of the Millennium Challenge Corporation website. The header includes the MCC logo (a stylized American flag star) and the text "MILLENNIUM CHALLENGE CORPORATION UNITED STATES OF AMERICA". A search bar with a "GO" button is located in the top right. The main navigation menu consists of several tabs: "ABOUT MCC", "SELECTION CRITERIA", "PROGRAMS & ACTIVITIES", "COUNTRIES & COUNTRY TOOLS", "RESULTS", "PRESS & PUBLIC AFFAIRS", "JOBS", and "BUSINESS & PROCUREMENTS". Below these tabs is a secondary menu with sub-items: "Overview", "Compact Procurements", "Procurement Guidelines", "Threshold Procurements", "Consultant Opportunities", "Contracts and Grants", "Business Opportunities", and "Private Sector Initiatives". The main content area features a large heading "Business and Procurement" and a photograph of two men in a factory setting. Below the heading is a section titled "DOING BUSINESS with MCC COUNTRIES" which lists three categories: "Compact Procurements" (Procurements from countries with signed Compacts are listed here, at dgMarket and U.N. Development Business.), "Threshold Procurements" (These procurements are managed by other U.S. government implementing partners.), and "Business Opportunities" (Opportunities for businesses to capitalize or expand on MCC investments.).

Open, Planned & Awarded Opportunities at/above \$200k all posted to <http://www.mcc.gov/pages/business>

Procurement Opportunities

Recipient countries are required to post procurement notices at official websites:

- [United Nations Development Business](#)
- [dgMarket](#)

Each procurement notice includes a point of contact for any questions.

MCC makes payments via The Common Payment System directly to vendors contracted with partner-country MCA entities to implement activities under the MCC-funded compacts.

Real-time open and planned contract opportunities, available for free at <http://www.mcc.gov/pages/interceptor/exit/http://mcc.dgMarket.com> (also available for a fee at <http://www.mcc.gov/pages/interceptor/exit/http://www.devbusiness.com>).

PLANNED PROCUREMENTS

Updated quarterly, beginning September 2010.

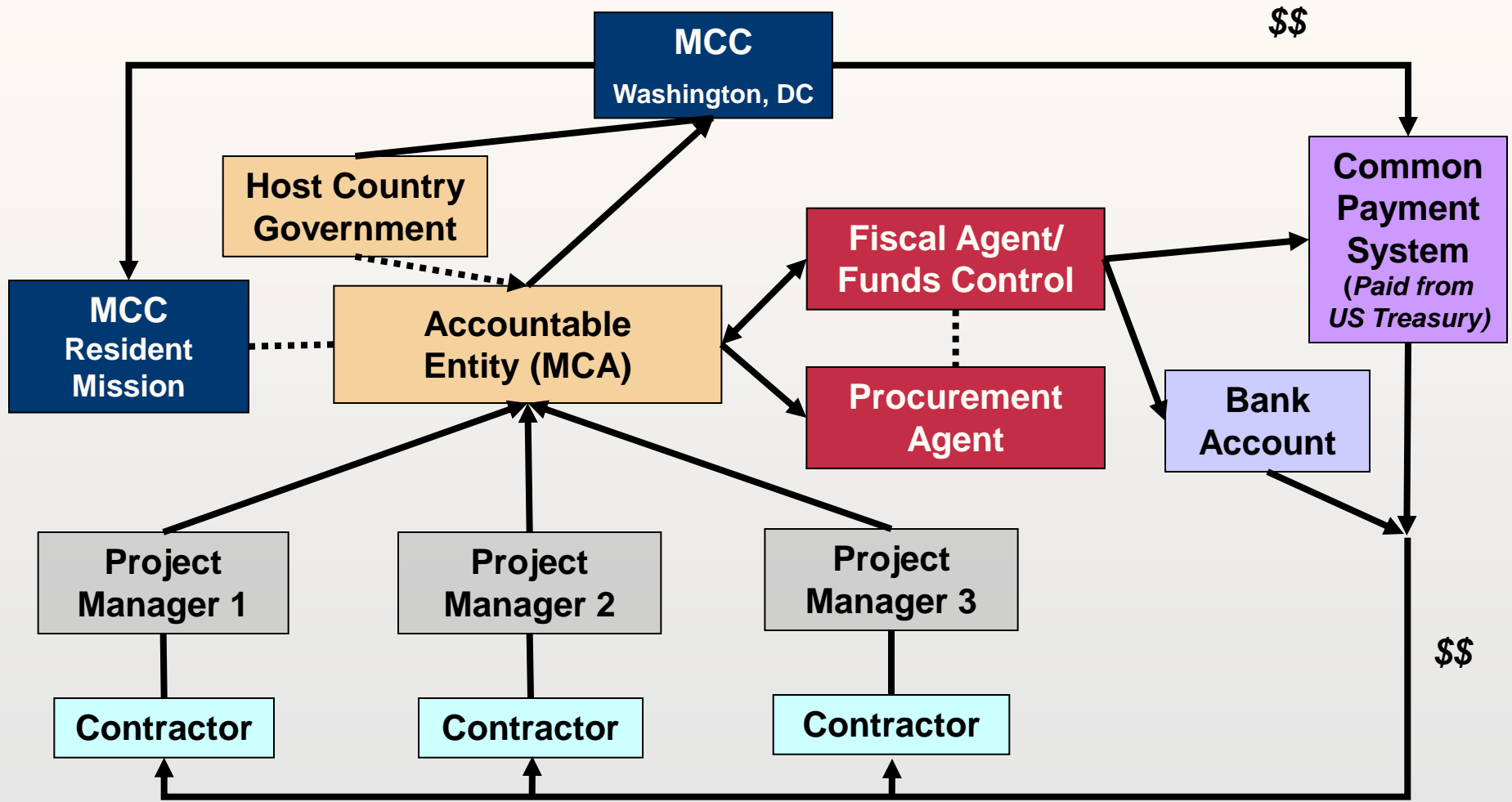
CONTRACT AWARDS

Updated quarterly, beginning September 2010.

Construction-related services	Tue, 23 Nov 2010 10:54:51 EST	Buyer: MCA-Benin
NATIONAL IDENTITY CARD PROGRAM MANAGED SERVICES & SOLUTIONS PROVIDER (MSSP)	Tue, 23 Nov 2010 09:39:22 EST	Buyer: MCA-Lesotho
Award of Contract for Audit Services	Tue, 23 Nov 2010 02:32:14 EST	Buyer: MCA-Tanzania
A consultancy for Alternative Dispute Resolution in Savelugu-Nanton Pilot Registration District	Mon, 22 Nov 2010 07:49:35 EST	Buyer: Millennium Development Authority (MiDA)
A Consultancy for Inventory And Survey Works At Savelugu-Nanton Pilot Registration District	Mon, 22 Nov 2010 08:46:46 EST	Buyer: Millennium Development Authority (MiDA)
Training services	Mon, 22 Nov 2010 17:14:58 EST	Buyer: MCA-Mali
Contract Award Nr 20	Mon, 22 Nov 2010 08:33:34 EST	Buyer: Millennium Challenge Account-Mozambique
A Consultancy For Community Sensitisation And Gender Activity At Savelugu-Nanton Pilot Registration District	Mon, 22 Nov 2010 09:00:50 EST	Buyer: Millennium Development Authority (MiDA)
Information systems	Thu, 18 Nov 2010 11:40:18 EST	Buyer: MCA-Benin

<http://www.mcc.gov/business/compactprocurements>

Compact Implementing Structure



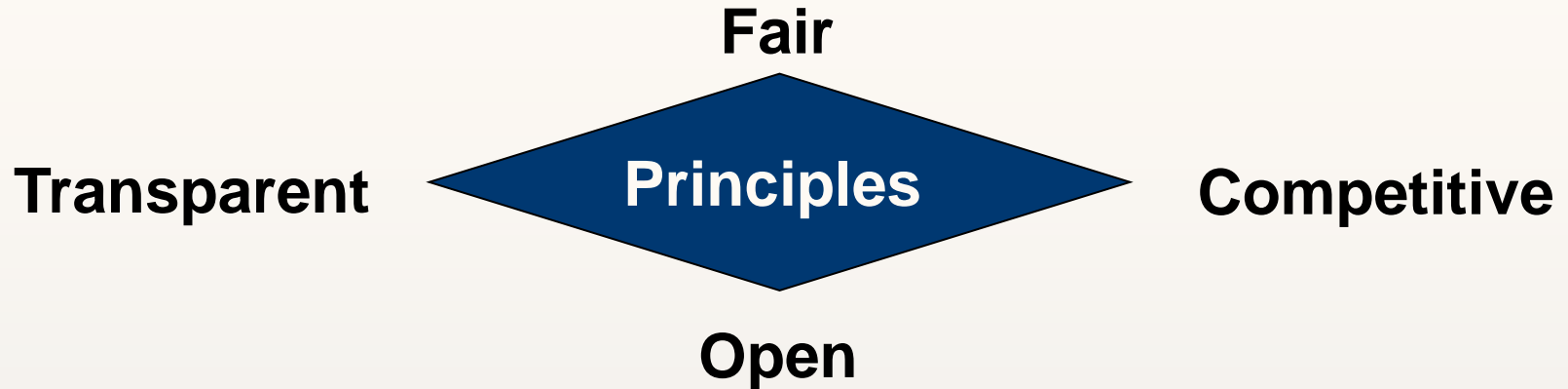
Ensures Sound Fiscal Accountability

MCC Model: A More Level Playing Field



- No preferences for U.S. or domestic contractors: **Compacts are “untied”**.
- **No Government Owned Enterprises** may bid (new requirement).
- Past experience & environmental, health, safety, labor **standards matter**.
- **Open and competitive procurements**.
- Award decisions made by **technically qualified experts**.
- **Price reasonableness** – low bid doesn’t always win if it doesn’t make sense.
- **Professional independent oversight** of contract performance.
- **Checks and balances** to guard against abusive discretion.

MCC Program Procurement Guidelines



Similar to World Bank Guidelines with Important Exceptions:



- Broader advertising requirements
- Tightens restrictions on currency use
- Prohibits national preference
- Includes the excluded parties list under U.S. laws and policies
- Identifies English as the official operating language for MCC-funded procurements
- Excludes Government Owned Enterprises

MCC Program Procurement Guidelines: The Bid Challenge System

First Level Review: Accountable/MCA Entity
Second Level Review: Independent body



Doing Business With MCC

WWW.MCC.GOV

DOING BUSINESS *with* MCC

Subscribe to MCC's Email List

Email Address

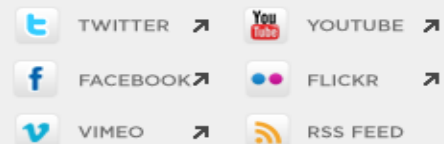
I want to receive:

- Monthly Newsletter and Success Stories (typically biweekly)
- Press Releases and Media Advisories (several times a month)
- Event Notifications and Invitations (several times a month)
- Doing Business with MCC

Email Format

- html
- text
- mobile

Connect with MCC





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