



## Bids and Awards Committee for Consulting Services (BAC-C)

## Financial Advisory Services for **Bases Conversion and Development Authority Projects**

## RESOLUTION NO. 006

WHEREAS, on 12 January 2023, the President and Chief Executive Officer (PCEO), Head of Procuring Entity (HoPE), approved the 2023 Annual Procurement Plan (APP) for Consulting Services of the Bases Conversion and Development Authority (BCDA) upon recommendation of the Bids and Awards Committee for Consulting Services (BAC-C);

WHEREAS, the 2023 APP for Consulting Services includes an item entitled "Financial Advisory Services" by the Budget Revenue Allocation Department (BRAD) to be undertaken through Section 53.5 (Agency-to-Agency) of the 2016 Revised Implementing Rules and Regulations (RIRR) of Republic Act (R.A.) No. 9184 with an Approved Budget for the Contract (ABC) amounting to FOUR MILLION THREE HUNDRED TEN THOUSAND AND 00/100 PESOS (PhP 4,310,000.00), inclusive of all applicable taxes and fees through BCDA's Corporate Budget:

WHEREAS, BRAD intends to engage the services of the Development Bank of the Philippines (DBP), a Government Financial Institution (GFI), authorized to provide advisory services through its Investment Banking Department which was granted with an expanded banking license by the Bangko Sentral ng Pilipinas (BSP);

WHEREAS, on 14 July 2023, the President and CEO approved the request of BRAD, as end-user to engage the services of DBP as Financial Advisor for a period of five (5) years, with an approved budget for contract amounting to FOUR MILLION THREE HUNDRED TEN THOUSAND AND 00/100 PESOS (PhP 4,310,000.00) per year, which is inclusive of applicable taxes and fees, and out of pocket expenses, and payable based on actual milestones or services rendered. The approved mode of tender is Agency-to-Agency procurement pursuant to Section 53.5 of the 2016 IRR of Republic Act 9184.

WHEREAS, Section 53.5 (Agency-to-Agency) of the 2016 RIRR of R.A. No. 9184, under Annex "H" or the Consolidated Guidelines for the Alternative Methods of Procurement, particularly Item (V) (D) (5 - Agency-to-Agency) (b) provides the conditions for the procurement from another agency of the government, as follows:

i. The Procuring Entity shall justify that entering into Agency-to-Agency Agreement with the Servicing Agency is more efficient and economical to the government;

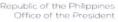














- ii. Servicing Agency has the mandate to deliver the goods and services required to be procured or to undertake the infrastructure project or consultancy required by the Procuring Agency;
- iii. Servicing Agency has the absorptive capacity to undertake the project;
- iv. Servicing Agency owns or has access to the necessary tools and equipment required for the project;
- v. Sub-contracting is not allowed. However, the servicing agency may implement the infrastructure project in-house, by job-order, or through the pakyaw contracting system; and
- vi. For procurement of infrastructure projects, the Servicing Agency must have a track record of having completed, or supervised a project, by administration or by contract, similar to and with a cost of at least fifty percent (50%) of the project at hand.

WHEREAS, in a certification (Annex "A") issued by the relevant officer of the DBP, as a Servicing Agency, DBP certified that it has complied with the conditions under Section 53.5 of the 2016 RIRR of R.A. No. 9184, specifically the Consolidated Guidelines for the Alternative Methods of Procurement, particularly Item (V) (D) (5. Agency-to-Agency) (b), to wit:

"xxx"

- ii. Servicing Agency has the mandate to deliver the goods and services required to be procured or to undertake the infrastructure project or consultancy required by the Procuring Agency;
- iii. Servicing Agency has the absorptive capacity to undertake the project;
- iv. Servicing Agency owns or has access to the necessary tools and equipment required for the project;

xxx".

WHEREAS, based on the market sounding (Annex "B") undertaken by BRAD, they verified that engaging the services of DBP is the more efficient and economical contract for the BCDA;

WHEREAS, the price quotations from three (3) other financial advisory firms (i.e. Landbank, SGV & Co., and BDO) and DBP for the aforementioned service are as follows:













	Description/Details	LANDBANK	SGV and CO.	BDO	DBP
A.	Desktop Valuation Exercise				
Comple	Valuations involving development of a Discounted Cash Flow (DCF) model with multiple assumptions Substantial research/data gathering	PhP 12.0 - 15.0 Million	USD 65,000 - USD 100,000 (PhP 3.6 - 5.5 Million)	At least Php 5.0 Million	PhP 1.0 - 2.0 Million
Simple	Valuations involving simpler methods such as Relative/Multiples Valuation, Dividend Discount Method, and/or Adjusted Book Value Minimal research/data gathering	PhP 9.0 - 12.0 Million	USD 15,000 - USD 20,000 (PhP 0.825 - 1.1 Million)	Php 1.5 - 5.0 Million	PhP 250,000 - 500,000
В.	Evaluation of Proposals/Financial Review				
Comple		PhP 15.0 - 18.0 Million	USD 400,000 - USD 600,000 (PhP 2.2 - 3.3 Million)	At least PhP 10.0 Million	PhP 1.0 - 2.0 Million
•	work with one (1) or more external Substantial research/data gathering				
Simple	Financial Model/Proposal review Review of only one (1) option Substantial information can be provided by BCDA Minimal research/data gathering	PhP 12.0 - 15.0 Million	USD 120,000 - USD 200,000 (PhP 6.6 - 11.0 Million)	PhP 3.5 - 10.0 Million	PhP 250,000 - 500,000

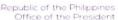
<sup>\*</sup>Multiplied by PhP 55.00 exchange rate













WHEREAS, the BAC-C Technical Working Group (TWG) submitted the results of their evaluation and found that the DBP complies with the conditions to undertake and fulfill the consulting services for the aforementioned projects, in compliance with Annex "H" or the Consolidated Guidelines for the Alternative Methods of Procurement, particularly Item (V) (D) (5 - Agency-to-Agency) (b) (i);

**WHEREAS**, BRAD requested the Resolution and the Notice of Award to specifically indicate that the engagement is for a period of five (5) years. Thus, this Resolution will supersede BAC-C Resolution No. 005 upon its approval.

**NOW, THEREFORE,** foregoing considered, We, the Members of the Bids and Awards Committee for Consulting Services, hereby RESOLVE as it is hereby RESOLVED, to:

- To recommend the procurement of the Financial Advisory Services with the DBP for BCDA projects under Section 53.5 Agency-to-Agency of the 2016 Revised Implementing Rules and Regulations of Republic Act No. 9184 in the amount of FOUR MILLION THREE HUNDRED TEN THOUSAND AND 00/100 PESOS (PhP 4,310,000.00) per year, for a period of five years (5), inclusive of all applicable taxes and fees, and out-of-pocket expenses, which shall be payable based on actual milestones or services rendered;
- 2. To recommend the issuance of the Notice of Award to DBP as the Financial Advisor for BCDA projects; and
- 3. To direct the end-user to furnish the BAC-C copies of the duly signed Notice to Proceed, as well as the executed Memorandum Agreement/Contract for the Engagement of DBP as Financial Advisor for BCDA projects.

**RESOLVED**, at the BCDA Corporate Center office this 7th day of August 2023.





## BIDS AND AWARDS COMMITTEE FOR CONSULTING SERVICES (BAC-C)

ARREY A PEREZ 08Aug2023

Chairperson

Vice Chairperson
Please ensure that DBP will submit a report that is quatifiable to measure and evaluate its peformance.

CHRISTIA

Member

VIRGIL M. ALVAREZ

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critical

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Member

Approved by:

JOSHUA M. BINGQANG President and CEO





