

Anne Camacho

From: clema@unionfenosa.es
Sent: Friday, November 27, 2009 8:22 PM
To: Anne Camacho
Cc: CLARICE LEMA; JUAN RODRIGUEZ; VICTOR BENAYAS; DANNY LEON GUERRERO; ejdelgado@unionfenosa.es; Robert Cruz; lterlaje@guamopa.org
Subject: Re: Fw: Question RE: OPA-PA-09-008: APPELLANT'S COMMENTS TO THE GPA AGENCY REPORT
Importance: High

Dear Anne,

Responding to your question, we're hereby sending a new version of our comments with all the documents referenced in it as attachments.

Thank you so much.

Kind regards

Clarice Lema
Business Development
O&M Energy
Paseo del Club Deportivo 1, Edificio 5, P. E. La Finca
28223 Pozuelo de Alarcón, Madrid, Spain
Switchboard: +34 912 103 900; Direct: +34 912 577 263
Fax: +34 912 103 901
clema@unionfenosa.es

----- Forwarded Message -----

From: Anne Camacho <acamacho@guamopa.org>
To: Clarice_Lema_Delphine/Soluziona_O&M/GUF@uef.es
Cc: vjbenayas@unionfenosa.es; juanr@unionfenosa.es; DANNY LEON GUERRERO <danny.guerrero@yahoo.com>; ejdelgado@unionfenosa.es; Robert Cruz <bobcruzguam@yahoo.com>; lterlaje@guamopa.org
Sent: Fri, November 27, 2009 9:30:36 AM
Subject: Question RE: OPA-PA-09-008: APPELLANT'S COMMENTS TO THE GPA AGENCY REPORT

Hi again Ms. Lema,

I reviewed each of your four transmittals - (1) sent 11/25/09 at 11:13 pm; (2) sent 11/25/09 at 11:14 pm; (3) sent 11/26/09 at 1:42am; and (4) sent 11/26/09 at 1:43 am. Three transmittals are duplicates and the first one is the comments without attachments.

12/4/2009

Before I load your submission to the official record of this case and our website, I need your reply to the following question.

Question: In O & M's comments to GPA's filed Agency Report, O & M refers to GPA memos dated Aug. 3, 2009 and Aug. 18, 2009, however, these were not attached to the filed comments. What O & M did attach was GPA's letter dated Jan. 18, 2009 which rejects O & M RFP proposal submission.

Is the current filing how you wish for the record to stand or you going to provide an addendum and provide the memos referenced?

Thanks in advance for your reply.

Anne

From: Clarice_Lema_Delphine/Soluziona_O&M/GUF@uef.es
[mailto:Clarice_Lema_Delphine/Soluziona_O&M/GUF@uef.es]
Sent: Thursday, November 26, 2009 1:43 AM
To: Anne Camacho
Cc: vjbenayas@unionfenosa.es; juanr@unionfenosa.es; 'DANNY LEON GUERRERO'; ejdelgado@unionfenosa.es
Subject: Rm: OPA-PA-09-008: APPELLANT'S COMMENTS TO THE GPA AGENCY REPORT
Importance: High

Dear Ms. Camacho,

Enclosed is the letter we refered to in our comments.

I forgot to attached it before.
My apology.

Best regards,

Clarice Lema
Business Development
O&M Energy
Paseo del Club Deportivo 1, Edificio 5, P. E. La Finca
28223 Pozuelo de Alarcón , Madrid , Spain
Switchboard: +34 912 103 900; Direct: +34 912 577 263
Fax: +34 912 103 901
clema@unionfenosa.es

----- Remitido por Clarice Lema Delphine/Soluziona O&M/GUF con fecha 25/11/2009 16:34 -----

12/4/2009

Para "Anne Camacho" <acamacho@guamopa.org>
cc <vjbenayas@unionfenosa.es>, <juanr@unionfenosa.es>, "DANNY LEON GUERRERO"
<danny.guerrero@yahoo.com>, Eliomar Jose Delgado Garcia/GUF@UnionFenosa
Asunto OPA-PA-09-008: APPELLANT'S COMMENTS TO THE GPA AGENCY REPORT

Clarice Lema
Delphine/Soluziona O&M/GUF

25/11/2009 14:13

Dear Ms. Camacho,

Please find attached our comment to the GPA Agency Report.

Thank you so much
Kind regards and happy Thanksgiving!

Clarice Lema
Business Development
O&M Energy
Paseo del Club Deportivo 1, Edificio 5, P. E. La Finca
28223 Pozuelo de Alarcón , Madrid , Spain
Switchboard: +34 912 103 900; Direct: +34 912 577 263
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12/4/2009

November 23, 2009.

Doris Flores Brooks
Public Auditor
Office of the Public Auditor
238 Archbishop Flores Street
Suite 401, Pacific News Building
Hagatna, Guam 96910

O&M ENERGY

PARQUE EMPRESARIAL LA FINCA
P.O. DEL CLUB DEPORTIVO, 1 EDIFICIO B
28223 POZUELO DE ALARCÓN (MADRID)
ESPAÑA
TEL: (34) 91 210 39 00
FAX: (34) 91 210 39 01

RE: OPA-09-008: APPELLANT'S COMMENTS TO THE AGENCY REPORT AND REQUEST FOR ADDITIONAL INFORMATION

Dear Ms. Brooks,

O & M Energy hereby file comments to the Agency Report submitted by the D. Graham Botha, Esq. Legal Counsel for GPA, dated November 13, 2009

The report describes the procedure followed by GPA for evaluation of the proposals as a general process and does not response to our claim.

The Report states that "*O&M contents that GPA should dismiss the TEMES bid as "irresponsible and non-responsive" based on O&M perceptions that TEMES was not acting in good faith", and "the O&M protest questions whether TEMES would be able to run the plant for the next five years with a propose efficiency rate of 90%"*".

In order to emphasize that it is not an O&M Energy perception, it is requested to review the availability records for the past years where TEMES has been the PMC Contractor and they have never achieved 90% availability for both units, and considering further that the O&M expenses during this period have been more than double the expenditure included in the current TEMES proposal.

On the other hand, the report address wrongly that our protest questioned the TEMES propose efficiency rate; when our protest questions the TEMES propose availability instead.

To get in more detail in this regards, we have requested the following information:

1. Information proving the quality of performance of TEMES Inc., with regard to awards previously made to him (performance in all contracts between GPA and TEMES related to Cabras 1&2)
2. Performance Measures: bonus and penalties accrued by TEMES Inc. during the PMC Contract past performances; amounts to be paid or received annually by TEMES Inc., according to Appendix G of the RFP.

In other aspects, the Report does not address issues raised in relevant documents as those included in the Procurement Records of OPA, for instance, the below referenced documents:

1. GPA Memo, dated 03 August 2009 ([Attachment 1](#)) that includes the response of the Bid Evaluation Committee regarding TEMES qualifications to their price proposal, where the committee determined five qualifications not in compliance with the bid documents and therefore the Committee considers TEMES to be a non-responsive bidder.

2. GPA Memo, dated 18 August 2009 (Attachment 2) where the Bid Evaluation Committee clearly express that is "at an impasse on the next appropriate step to take", questioning, for instance (please refer to the mentioned Memo), "can GPA disqualify TEMES for not including true-up adjustment expenses in its price proposal?" and concluding "is it justified to award TEMES the contract with the strong possibility of a protest?"
3. TEMES Price Proposal where they included conditions and exceptions to both their price and units equivalent availability, making the cost associated to part of the scope requested in the IFB would not be borne by TEMES.
4. GPA letter dated August 10 2009, (Attachment 3) stating "GPA hereby notifies TEMES that its price proposal has been provisionally deemed non-responsive, which will require disqualification of TEMES in the event that TEMES fails to withdraw the exceptions noted below from its price proposal"

According to Guam Procurement Regulations, Sections 3-202.11.1 and 3-202.11.2, and cited:

- *3-202.11 Late Bids, Late Withdrawals, and Late Modifications*
- *3-202.11.1 Definition: Any bid received after the time and date set for receipt of bids is late. Any withdrawal or modification of a bid received after the time and date set for opening of bids at the place designated for opening is late.*
- *3-202.11.2 Treatment: No late bid, late modification, or late withdrawal will be considered unless receipt would have been timely but for the action or inaction of territorial personnel directly serving the procurement activity.*

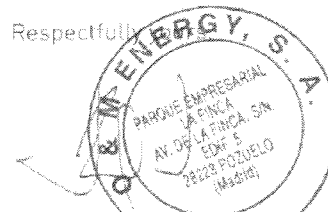
No late withdrawals are allowed and therefore TEMES withdrawal of conditions and exceptions to their price proposal are null and void, making TEMES to be disqualified.

As a matter of precedent, O&M Energy price proposal for the previous bid for Cabras 1 & 2, included some assumptions (that were not in any case conditions or exceptions) which made GPA to consider O&M Energy as non-responsive. Copy of GPA communication is included for reference as Attachment 4.

All the above makes noticeable that information contained in GPA internal communications are especially relevant to our protest. Therefore, we request that the OPA should have available all files relevant to this bidding process (evaluation reports, summaries, analysis, and any GPA internal communication between the departments involved such as the Bid Evaluation Committee, Legal Department, Procurement Department, General Manager, etc.)

Certified true and correct under penalty of law; this 23rd of November, 2009

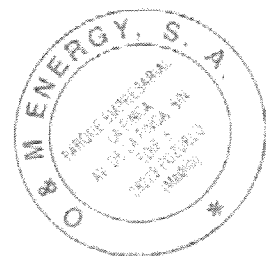
Respectfully,



Juan Rodriguez Martin de Los Santos
Business Development Manager

UNION FENOSA

ATTACHMENT 1: GPA MEMO DATED 03 AUGUST 2009





GUAM POWER AUTHORITY

ATURIDAT ILEKTRESE DAT GUAHAN
P O BOX 2977, HAGATNA, GUAM 96932-2977

TO: Staff Attorney
FROM: Bid Evaluation Committee
DATE: 03 August 2009
SUBJECT: Re-Bid for Multi-Step Bid (IFB) GPA-013-07, Performance Management Contract (PMC) for the Cabras 1&2 Steam Power Plant

This is the Committee's response to TEMES qualifications to their priced proposal. The Committee has determined that there are five qualifications not in compliance with the bid document requirements and amendments as noted in the attached table. Therefore, the Committee considers TEMES to be a non-responsive bidder. We recommend that GPA request TEMES to rescind these qualifications or risk being disqualified.

Andriano E. Baljadia

Andriano E. Baljadia
Manager of Generation (A)

Rodrigo A. Bumagat

Rodrigo A. Bumagat
Account III, Accounts Payable Supervisor

Jennifer G. Sablan
Special Projects Engineer

Francis J. Friarte

Francis J. Friarte, P.E.
Special Projects Engineer

Honorio (Jun) Estira, Jr.

Honorio (Jun) Estira, Jr.
Special Projects Engineer

Joven G. Acosta, P.E.
Engineering Supervisor

Salvador E.A. Maduga

Salvador E.A. Maduga
Special Projects Engineer

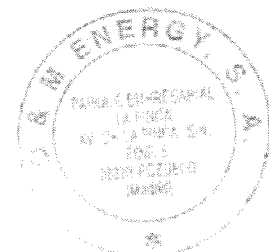
cc: file

*For reference I have attached the bid document and the bid
submitted by TEMES to the committee.
W
J. G. P.*

Table 1 TEMES Priced Proposal Qualifications and Bid Committee's Responses.

Item No.	Qualifications	Response
1.	The proposed routine O&M spending for each contract year does not include the training expense which is allocated in the CIP/PIP projects.	No. Section 5.1 of Volume II requires that The PMC shall include estimated training costs in their O&M price proposal for GPA's consideration and approval.
2.	The proposed routine O&M spending for each contract year does not include raw water expense and PIP budget.	No. Amendment V requires that water which was initially the responsibility of GPA would now be transfer to the PMC as part of O&M Expenses. Ok for PIP.
3.	GPA shall pay TEMES for the routine O&M spending on a reimbursable basis and a charge of five percent (5%) of the Routine O&M spending for administration, finance fees and interests.	No. Amendment III does not allow cost-plus reimbursable for O&M expenses.
4.	GPA shall reimburse TEMES for any gross receipts taxes actually imposed upon TEMES which related to the routine O&M spending.	No. Amendment V requires that the PMC is responsible for payment of any tax such as CRT, custom duties, ... associated with O&M and CIP/PIP as part of its procurement authority. These costs must be included in their annual O&M Spending Budget and in their proposed CIP/PIP projects.
5.	The performance guarantees are proposed based on timely completion of all CIP/PIP projects in tender document Volume III, Table 26 and all CIP/PIP projects recommended by TEMES as scheduled.	No. Section 2 of Appendix F requires that EAF shall be solely based on the proposed annual O&M budget.

ATTACHMENT 2: GPA MEMO DATED 18 AUGUST 2009





GUAM POWER AUTHORITY

ATURIDAT ILEKTRESE DAT GUAHAN
P O BOX 2977, HAGATNA, GUAM 96932-2977

TO: Staff Attorney

FROM: Bid Evaluation Committee

DATE: 18 August 2009

SUBJECT: Re-Bid for Multi-Step Bid (IFB) GPA-013-07, Performance Management Contract (PMC) for the Cabras 1&2 Steam Power Plant

After completing review of TEMES's letter dated August 13, 2009, the Committee is at an impasse on the next appropriate step to take and therefore requesting your legal opinion on the following questions:

1. Can GPA disqualify TEMES for not including true-up adjustment expenses in its priced proposal? True-up adjustment expenses are costs directly associated with sudden unexpected failure of a major piece of equipment. This is included in Table 27 of Volume III for Historical O&M Spending (specifically non-Labor costs) which is the basis for the bidders to determine their O&M Spending Proposal. TEMES did not include any anticipated true-up expenses in their priced proposal and so their bid may not be comparable to the other bidders.
2. Can the Committee request further clarification from O&M and Korea East-West Power regarding their priced O&M maintenance proposals. In the bid, GPA provided several years of actual O&M expenses by type/object codes, and asked the bidders to base their priced proposals using these data. Since these actual costs include significant non-routine expenses and repair costs due to unexpected equipment failures, we would like for the bidders to indicate whether their priced proposals include such costs in addition to routine O&M costs. For example, contract year 2008 included unexpected expenses such as circulating water pump casing repairs, welding services for air preheater repairs, and replacement of corroded main air lines of sealed air booster blower system which are considered "non-routine". If the response is that their bids include unexpected, non-routine expenses then their bids are not comparable to the TEMES bid. If their reply is that their bids are only for routine O&M costs, then TEMES' bid is on the same basis, and may be compared to each other. This is important information to know in the case of a protest.
3. Can GPA cancel this bid and rebid on the basis of that GPA did not sufficiently clarify what made up the historical O&M Spending in Table 27 of Volume III thus creating uneven or unfair competition? Or that GPA was not sufficiently clear to bidders that the historical O&M spending provided in Table 27 of Volume III is made up of all costs, i.e., routine O&M and expenses for unexpected repairs and non-routine maintenance expenses. Based on the review of the price proposals it has come to committee's attention that although total expenses were provided to all bidders, disclosure of routine vs. non-routine expenses was not provided and TEMES as the current PMC contractor is

* the only bidder with this insight. The bid documents only indicate that the values in Table 27 were the actual maintenance expenses and is the basis for the bidders to determine their O&M Spending Proposal.

4. Is it justified to award TEMES the contract with the strong possibility of a protest? *

✓ Belyedici
Andriano E. Bajadria
Manager of Generation (A)

✓ Wahid Sumart
Rodrigo A. Bumagat
Account III, Accounts Payable Supervisor

✓ Jennifer Sablan
Jennifer G. Sablan
Special Projects Engineer

✓ Francis J. Iriarte
Francis J. Iriarte, P.E.
Special Projects Engineer

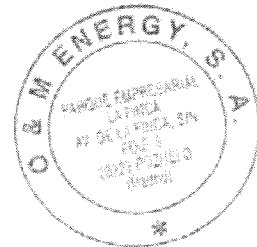
Honorio (Jun) Estira, Jr.
Special Projects Engineer

Joven G. Acosta, P.E.
Engineering Supervisor

✓ Salvador E.A. Maraga
Salvador E.A. Maraga
Special Projects Engineer

UNION FENOSA

ATTACHMENT 3: OPA LETTER TO TEMES DATED 10 AUGUST 2009





GUAM POWER AUTHORITY

ATURIDÁT ILEKTRESEDÁT GUAHAN
P.O. BOX 2977 • AGANA, GUAM U.S.A. 96932-2977

Tel: (671) 648-3180; Fax: (671) 648-3290

August 10, 2009

Via Fax: 011-886-2-86658180

Mr. C.H. Liu, Vice-President
Taiwan Electrical and Mechanical Engineering Services, Inc.
8th floor, 119 Paochung Road
Hsintien City
Taipei 231, Taiwan, R.O.C.

RE: Price Proposal of TEMES for Cabras 1&2 PMC, GPA-013-07

Dear Mr. Liu:

The GPA evaluation has carefully reviewed the TEMES price proposal submitted for Multi-Step Bid (IFB) GPA-013-07, Performance Management Contract (PMC) for the Cabras 1&2 Steam Power Plants. In reviewing the TEMES price proposal the committee noted several exceptions listed in the price proposal. These items were specified in the GPA bid and were required to be included. GPA hereby notifies TEMES that its price proposal has been provisionally deemed non-responsive, which will require the disqualification of TEMES in the event that TEMES fails to withdraw the exceptions noted below from its price proposal. A **responsive** bidder is a person who has submitted a bid which conforms in all material respects to the Invitation for Bids. 5 GCA §5201(g) and 2 GAR, Div. 4, Chap. 3, §3109(n)(2). Further, any bidder's offering which does not meet the acceptability requirements shall be rejected as non-responsive. 2 GAR, Div. 4, Chap. 3, §3109(n)(3)(c).

Section 5.1.2 Operation & Maintenance (O&M) Spending 1.1 a. "The proposed routine O&M spending for each contract year does not include the training expense which is allocated in the CIP/PIP projects. Section 5.1 of Volume II requires that the PMC shall include estimated training costs in their O&M price proposal. 1) b. "The proposed routine O&M spending for each



GUAM POWER AUTHORITY

ATURIDÁT ILEKTRESEDÁT GUAHAN
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contract year does not include raw water expense and PIP budget.” Amendment V requires that water which was initially the responsibility of GPA would now be transferred to the PMC as part of O&M expenses. 2) “GPA shall pay TEMES for the routine O&M spending on a reimbursable basis, and a charge of five percent (5%) of the Routine O&M spending for administration, finance fees and interests.” Amendment III does not allow for cost-plus reimbursable for O&M expenses. 3) “GPA shall reimburse TEMES for any gross receipts taxes actually imposed upon TEMES which related to the routine O&M spending.” Amendment V requires that the PMC is responsible for payment of any taxes such as GRT, custom duties, ... associated with O&M and CIP/PIP as part of its procurement authority. These costs must be included in the annual O&M spending budget and in the proposed CIP/PIP projects. Proposed Performance Guarantees, Unit Availability (%) 5.2.1 1. “The performance guarantees are proposed based on timely completion of all CIP/PIP projects in tender document Volume III, Table 26 and all CIP/PIP projects recommended by TEMES as scheduled.” Section 2 of Appendix F requires that EAF shall be solely based on the proposed annual O&M budget.

Any modification of a bid received after the time and date set for opening of the bids at the place designated for opening is late. 2 GAR, Div. 4, Chap. 3, §3109(k)(2). The price can not be changed as a result of the removal of the exception listed in the TEMES price proposal. In the event that GPA does not receive a response from TEMES by August 17, 2009, indicating that the exception to the price proposal are removed, then the TEMES proposal will be deemed non-responsive and TEMES will be disqualified from Multi-Step Bid (IFB) GPA-013-07,

Performance Management Contract (PMC) for the Cabras 1&2 Steam Power Plants.



GUAM POWER AUTHORITY

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Tel: (671) 648-3180; Fax: (671) 648-3290

If you have any further questions regarding procurement issues, you may contact Ms.
Jamie Pangelinan at 648-3054/55.

Sincerely,

JOAQUIN C. FLORES, P.E.
General Manager, Guam Power Authority

台灣機電工程服務社
TAIWAN ELECTRICAL AND MECHANICAL
ENGINEERING SERVICES, INC.

ENGINEERS - CONSULTANTS - CONSTRUCTORS
8TH FL., 119, PAOCHUNG ROAD, HSINTIEN CITY,
TAIPEI 231, TAIWAN, REPUBLIC OF CHINA

TEL : 886-2-86658182
FAX : 886-2-86658180
TEMS-0908-0277
August 13, 2009

ATTENTION: Mr. JOAQUIN C. FLORES, P.E.
GENERAL MANAGER
GUAM POWER AUTHORITY
POST OFFICE BOX 2977
HAGATNA, GUAM 96932-2977
FAX: 1 (671) 648-3165

RE : Price Proposal of TEMES for Cabras 1&2 PMC, GPA-013-07

Dear Mr. Flores,

This letter is written in response to your letter to Mr. Liu dated August 10, 2009 via fax with reference to price proposal submitted by Taiwan Electrical and Mechanical Engineering Services, Inc. ("TEMES") for Cabras 1&2 PMC, GPA-013-07.

Please be advised that subject to the provisions under the GPA-013-07 bid document as well as its subsequent Amendments, in particular Section 5.1 of Volume II, Question 16 and Answer of Amendment V, Section 2.2.2 of Volume II and Item 3 of Amendment No. III, Question 22 and Answer in Amendment V, Section 2 of Appendix F, the following remarks and condition in TEMES price proposal as noted in the second paragraph of your letter are hereby withdrawn:

1. TEMES' remark in Section 5.1.2 Operation & maintenance (O&M) Spending, 1. Routine O&M Spending 1)a;
2. TEMES' remark in Section 5.1.2 Operation & maintenance (O&M) Spending, 1. Routine O&M Spending 1)b;
3. TEMES' remark in Section 5.1.2 Operation & maintenance (O&M) Spending, 1. Routine O&M Spending 2);
4. TEMES' remark in Section 5.1.2 Operation & maintenance (O&M) Spending, 1. Routine O&M Spending 3); and
5. TEMES' condition stated in Section 5.2.1, Unit Availability (%), 1.

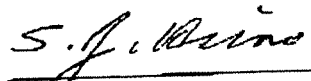
台湾机电工程服务社
TAIWAN ELECTRICAL AND MECHANICAL
ENGINEERING SERVICES, INC.

TEMS-0908-0277
August 13, 2009

Please be further advised that the price submitted by TEMES is not changed as a result of the removal of the remarks and condition as described above.

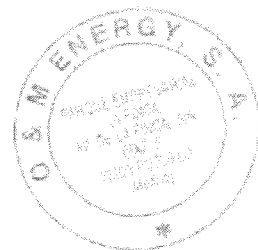
We trust you find the above satisfactory. Should you have any further questions, please feel free to contact Mr. Liu.

Sincerely yours,


S. J. Hsiao
President of TEMES

UNION FENOSA

ATTACHMENT 4: GPA LETTER TO O&M ENERGY DATED 28 JANUARY 2008





GUAM POWER AUTHORITY

ATURIDÁT ILEKTRESEDÁT GUAHAN
P.O. BOX 2977 HAGATNA, GUAM U.S.A. 96932-2977

BID STATUS

January 18, 2008

Clarice Delphine and/or Juan Rodriquez
O&M Energy, S.A.
Parque Empresarial "La Finca"
Paseo del Club Dejportive, 1
28223 Pozuelo de Alarcon
Madrid, Spain

BID INVITATION: GPA-013-07

OPENED: December 31, 2007

DESCRIPTION: Performance Management Contract (PMC) for Cabras 1 & 2 Steam Power Plants

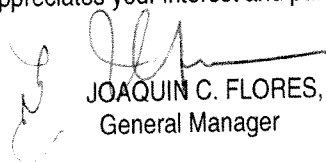
The following is the result of the above-mentioned bid. Refer to items checked below.

- Cancelled (in its entirety), or partially canceled due to:**
- () Insufficient funds;
 - () Change of specifications;
 - () Best interest of the Government
- Rejected due to:**
- () Late submission of bid;
 - () No bid security or insufficient bid security amount submitted: as required by Section 11 of the General Terms and Conditions;
 - () Not meeting the delivery requirements as stated in the IFB;
 - () Non-conformance with the specifications;
 - () Inability to provide future maintenance and services to the equipment;
 - () High price;
 - (X) Others: **Non-responsive based on the following Exceptions.**
 - A US\$200,000 limit on yearly unscheduled maintenance cost;
 - A US\$50,000 limit on yearly Performance Testing;
 - The cost of Management Staff vehicles and utilities are excluded from the proposal; and
 - A budget that is subject to negotiation of the escalation rate.

Remarks:

Bid is recommended for award to: Taiwan Electrical & Mechanical Engineering Services, Inc. (TEMES) in the amount of \$26,899,305.98.

The Guam Power Authority greatly appreciates your interest and participation in our bid.


JOAQUIN C. FLORES, P.E.
General Manager