

## National Power Corporation

### MINUTES OF PRE-NEGOTIATION CONFERENCE

#### LEASE OF 1.0 MW MODULAR DIESEL GENSETS FOR TICAO DPP PR NO. S1-TDP20-006/ REF. NO. PB200727-NA (NP)

DATE : 30 September 2020  
TIME : 9:30 AM  
VENUE : Kaňao Function Room, NPC Building, Diliman, Quezon City  
BID OPENING : 12 October 2020

#### Attendees:

#### BIDS AND AWARDS COMMITTEE (BAC)

Vice Chairman:

Atty. Manuel Luis B. Plofino

Sr. Dept. Manager, RMS

Members:

1. Atty. Delfin L. Buenafe II
2. Sergio P. Villafuerte
3. Homer S. Galang

Manager, LSD, OLC – *via Zoom*  
Manager, WMD, CAG – *via Zoom*  
Manager, ESD, PES

#### NEGOTIATING TEAM (NT)

Chairman

Atty. Delfin L. Buenafe II

Manager, LSD, OLC – *via Zoom*

Vice Chairman

Eugene M. Martinez

CSS-A, PPAD, CAG

Member

Noel G. Espayos

Prin. Engr. A, OPD, SPUG

#### BAC SECRETARIAT

Nathalie Claire R. Abarquez

#### PROSPECTIVE BIDDERS

Name of Company

1. DM-X Technologies, Inc.
2. Hastings Motor Corporation
3. United Power Rentals, Inc.

Representative/s

Claude Jordan Nicasio  
Kristian Lara  
Kevin Tuazon  
P.T. Espiritu  
Bianca Fernandez  
Nezerita F. Jovellanos – *via Zoom*

### Minutes of the Proceedings

The pre-negotiation conference was called into order by the BAC Vice Chairman, Atty. Manuel Luis B. Plofino, at 09:30 A.M. in the presence of the members of the BAC, members of the NT, BCSD Secretariat and prospective bidders.

As of the Pre-Negotiation Conference, no bidder secured the Terms of Reference. Three (3) prospective bidders, namely, DM-X Technologies, Inc. Hastings Motor Corporation and United Power Rentals, Inc. attended the pre-negotiation conference. The NT referred the prospective bidders to the salient points of the PR. The ABC is PhP 19,295,000.00. Schedule of Bid Submission and Opening is on 12 October 2020 at 9:30 A.M.

Hereunder are the queries/concerns raised by the prospective bidders:

Name of Bidder/s	Bidder's Concerns/Queries	NPC' Reply / Agreement
1.DM-X Technologies, Inc.	1. Is there a possibility of ABC adjustment?  2. Is it also possible to extend the delivery period from twenty (20) calendar days to ninety (90) calendar days from receipt of Notice to Proceed?	1. NPC will much appreciate it if you can inform the BAC in writing the reasons for the adjustment in ABC. This will greatly help us in reviewing our ABC  2. NPC will consult with the end-user.
2.Hastings Motor Corporation	1. The first concern was already raised by DM-X Technologies, Inc. regarding the ABC. The second one is the company's perennial complaint about the penalties – fuel and downtime. We incur a heavy toll on the penalties. Is the provision regarding the penalties open for negotiation?	1. Not all of the terms are open for negotiation. There are some that can be eased such as not paying for the bid documents.  As for the ABC, it is better to send a letter addressed to the BAC for your concern.  As for the fuel rate, NPC just want to be assured that the guaranteed fuel rate will be achieved. Because if the fuel rate doesn't comply with the terms of reference, NPC will have to pay for the expenses. For your further concern regarding the fuel rate it is better to send a letter addressed to the BAC.
3. United Power Rentals, Inc.	No queries	N/A

"Reminders to All Bidders" was presented and explained thoroughly by the NT Chairman of this project.

**Comment(s)/ Observation(s):**

- The BAC reminded the prospective bidders that they have until 02 October 2020 to send their queries in writing regarding this project.

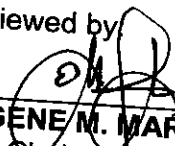
Since there are no other matters to be discussed, the meeting was adjourned at 10:15 A.M.

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Prepared by:

~~M. Abarquez~~  
**NATHALIE CLAIRE R. ABARQUEZ**  
Facilitator

Reviewed by:

  
**EUGENE M. MARTINEZ**  
Vice Chairman, NT

Approved by:

  
**ATTY. ROGEL T. TEVES**  
Vice President, SPUG and  
Chairman, Bids and Awards Committee

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