

# Acquisition services facts and processes

Contractor-Supplier Conference

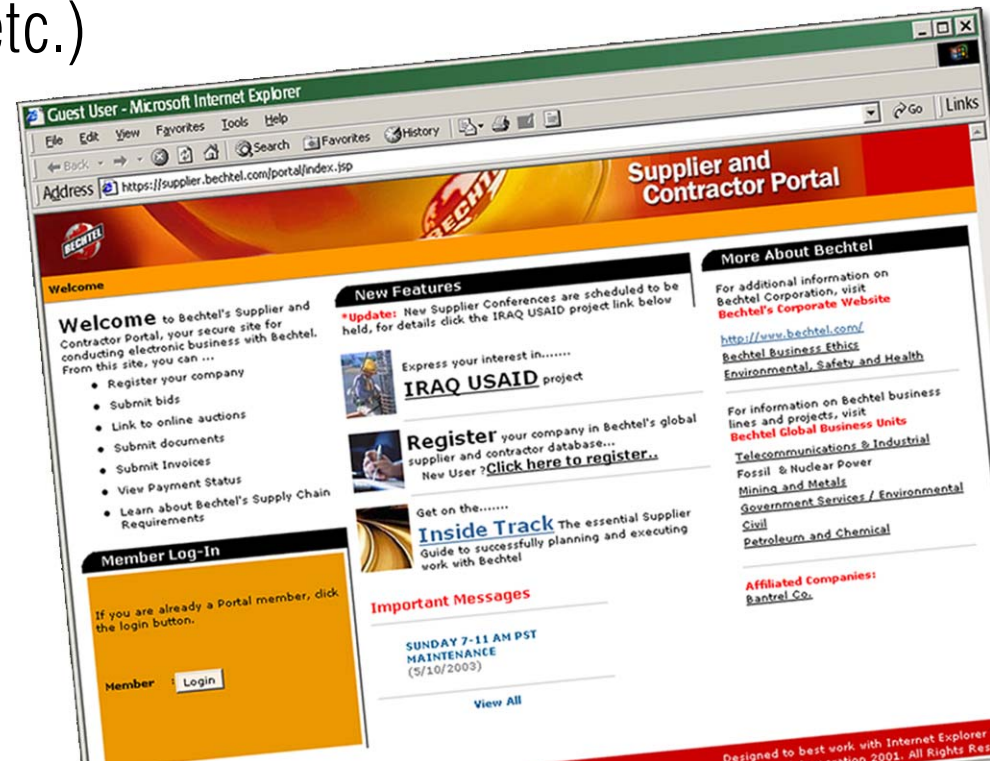
- Participation interest is global
  - Portal data
- Current status—30-day view
  - Commitments
- Standard Bechtel tendering processes applied
  - Registration
  - Dun & Bradstreet
  - Determining qualifications
  - Establishing tendering lists
  - Tender evaluations
  - Subcontracting and purchasing formats
- Program-specific considerations
  - Special insurances
  - Performance securities
- U.S. Government rules
  - Compliance/export control



- A single Internet gateway for suppliers and contractors to interact with Bechtel worldwide

## Features

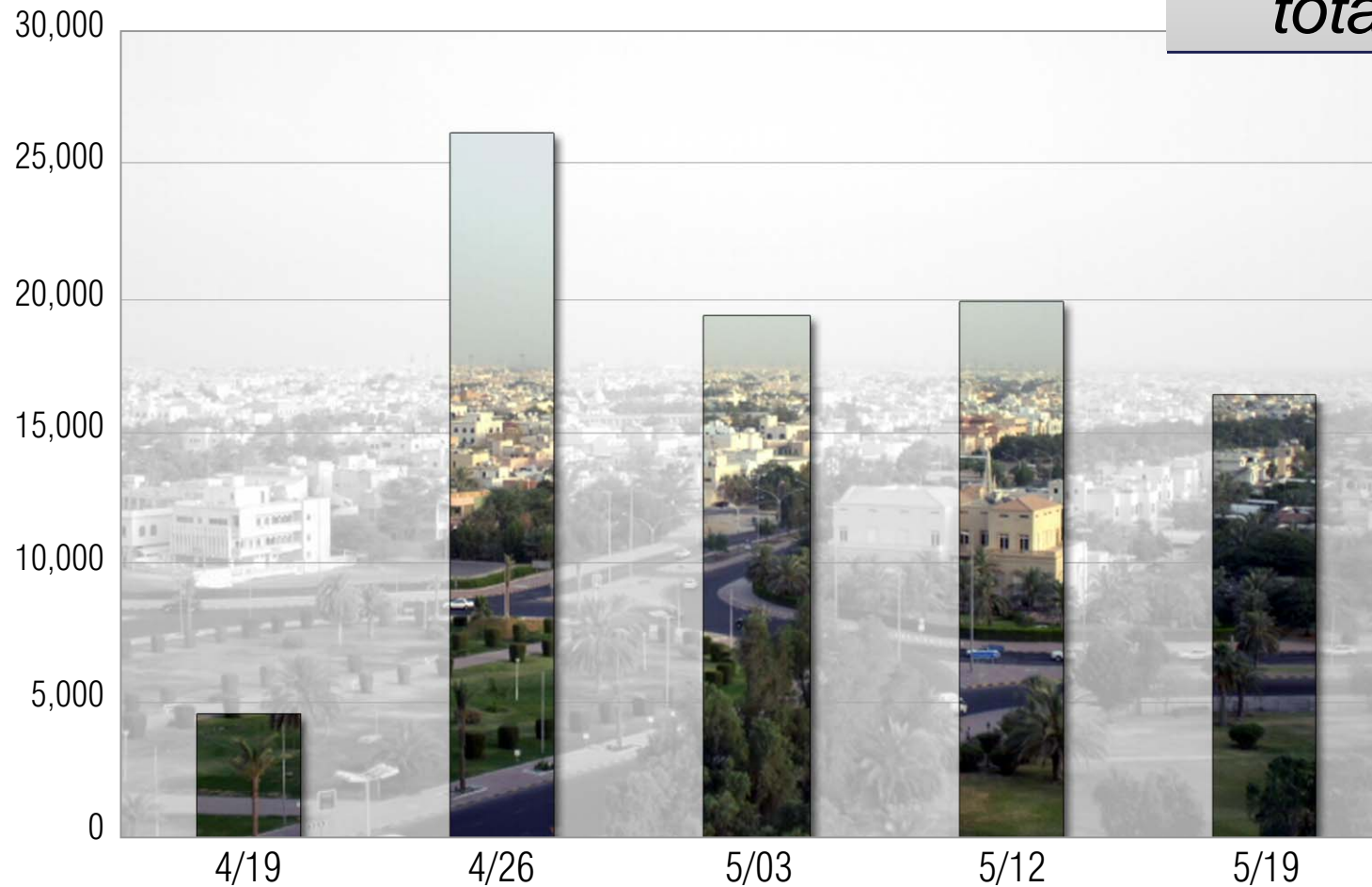
- Allows suppliers and contractors to register with Bechtel, list goods or services they provide, and communicate unique vendor characteristics (qualifications, markets, capacity, etc.)
- Allows companies to self-maintain their data (contacts, addresses, experience, safety, etc.)
- Allows companies to control users through an administration module



# Visitors to portal since award

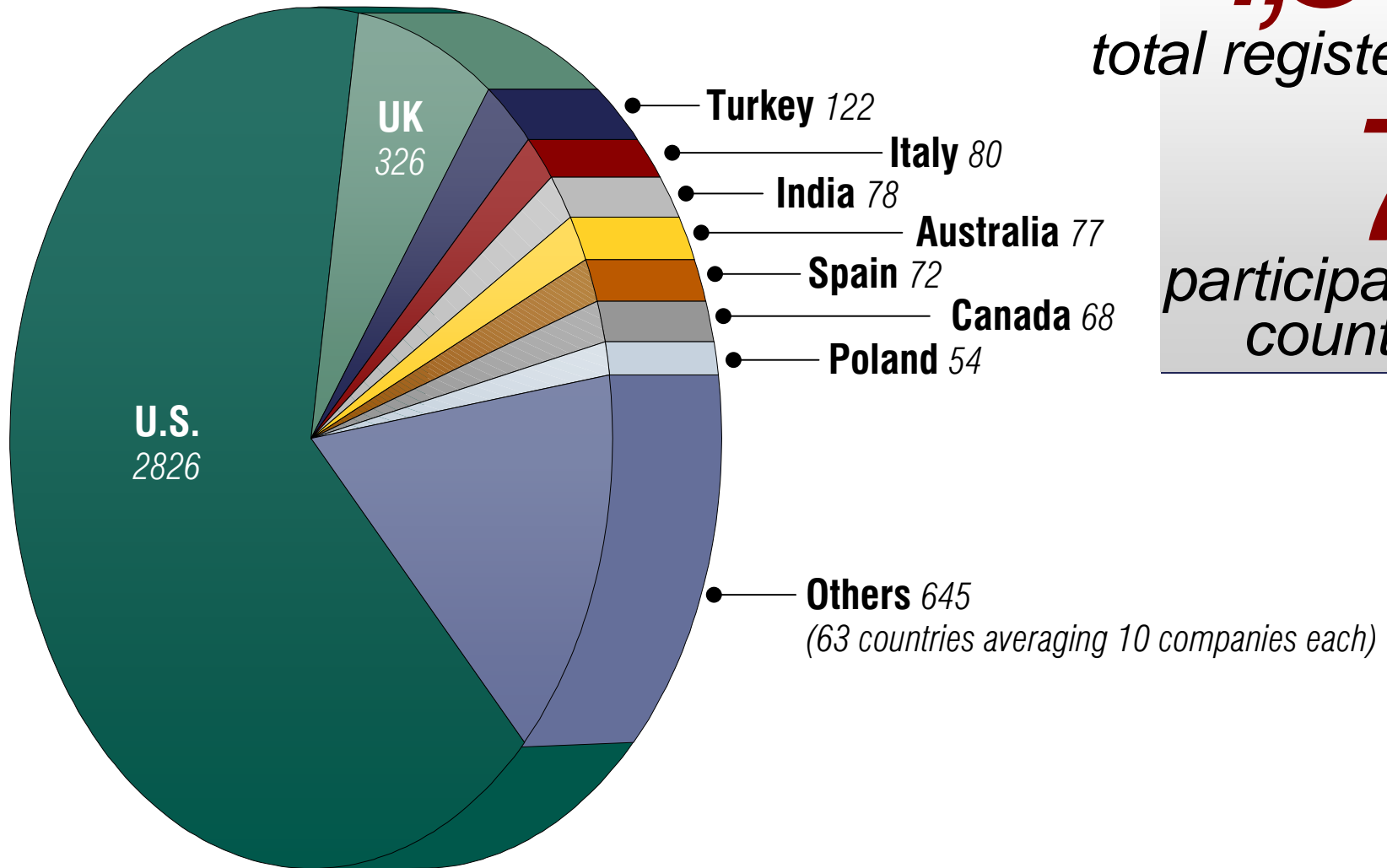
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**86,759**  
*total visitors*



# Interested companies by country

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**4,348**  
total registered

**72**  
participating  
countries

# About Bechtel's use of Dun & Bradstreet

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- Data Universal Numbering System—D-U-N-S
- Currently over 80 million companies in D&B database;
  - 36 million U.S. and Canada
  - 34 million Europe
  - 8 million Asia Pacific
  - 2 million Latin America
  - 300,000 Africa and Middle East
- D&B provides numbers in 30 days for no charge, \$40 for an expedited turnaround (about 5 days)
- Bechtel uses D&B system as an initial assessment of a company's capacity and basic financial status



# About Bechtel Acquisition Group

Contractor-Supplier Conference

- Procurement and Subcontracts functions are responsible for:
  - Tendering
  - Award
  - Administration
- The tendering process is carried out on-project, including:
  - Qualification of potential bidders
  - Bidder selection
  - Solicitation
  - Evaluation and award



Bechtel National, Inc.  
USAID Iraq Infrastructure Reconstruction Program

Attention: \_\_\_\_\_  
Subject: [PN: Insert Name of Customer]  
[PN: Insert Name of Project]  
Request For Proposal (RFP) (Sub)Contract No. \_\_\_\_\_  
[PN: Insert (Sub)Contract Title]

...d to submit a proposal for \_\_\_\_\_ [PN: Insert Work Scope Summary] \_\_\_\_\_ for the  
in accordance with the below listed Proposal Documents, two sets of which are enclosed for

Instructions to Bidders, dated [PN: Insert appropriate date, for following items]  
a. Bid Bank Guarantee, dated \_\_\_\_\_  
b. Performance Band Guarantee, dated \_\_\_\_\_  
c. Insurance Certificate, dated \_\_\_\_\_

Information for Bidders, dated \_\_\_\_\_  
(Sub)Contract Form of Agreement, dated \_\_\_\_\_  
Exhibit "A" - General Conditions, dated \_\_\_\_\_  
Exhibit "B" - Special Conditions, dated \_\_\_\_\_  
Exhibit "C" - Proposal Letter, dated \_\_\_\_\_

...ties, Pricing and Data, dated \_\_\_\_\_  
...of Work and Technical Specifications, dated \_\_\_\_\_  
...ngs, dated \_\_\_\_\_

...are self-addressed labels which you must affix to each sealed e  
...which you wish to have considered as part of your proposal. If ad  
...py the labels provided. Failure to use these labels in submit  
...ent opening and rejection.

...d meeting will be held on \_\_\_\_\_ [PN: date and time] \_\_\_\_\_  
...ct the undersigned \_\_\_\_\_ [PN: Or: insert name, title and  
...t undersigned] \_\_\_\_\_ for further details. Arrangements for  
...be arranged by contacting the Bechtel representative listed abo



# Who can participate?

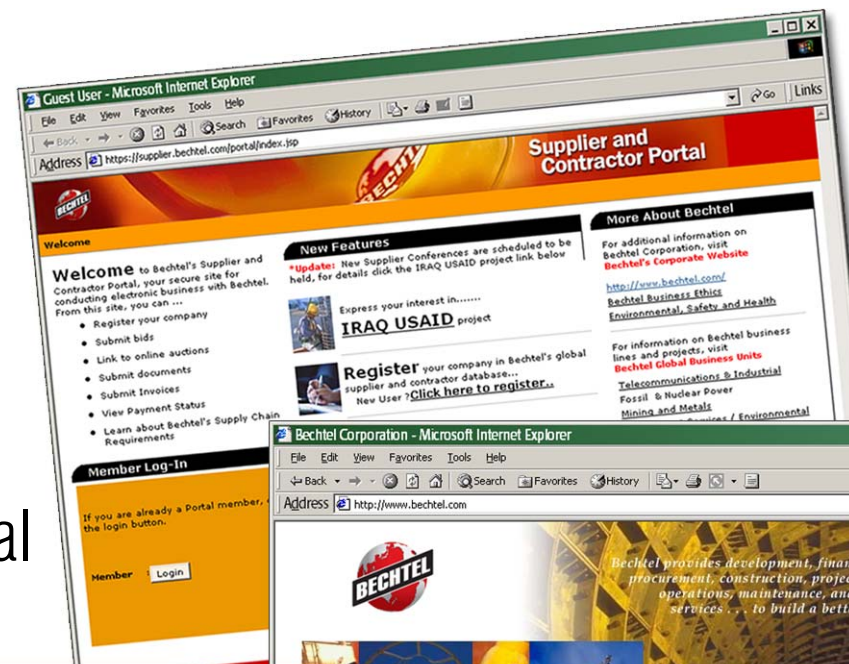
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## Participation

- Tender documents will be offered to qualified firms from the global contracting community, excluding restricted countries, companies, and individuals.
- Qualification is based on demonstrated experience, financial capability, current capacity, and other objective criteria.

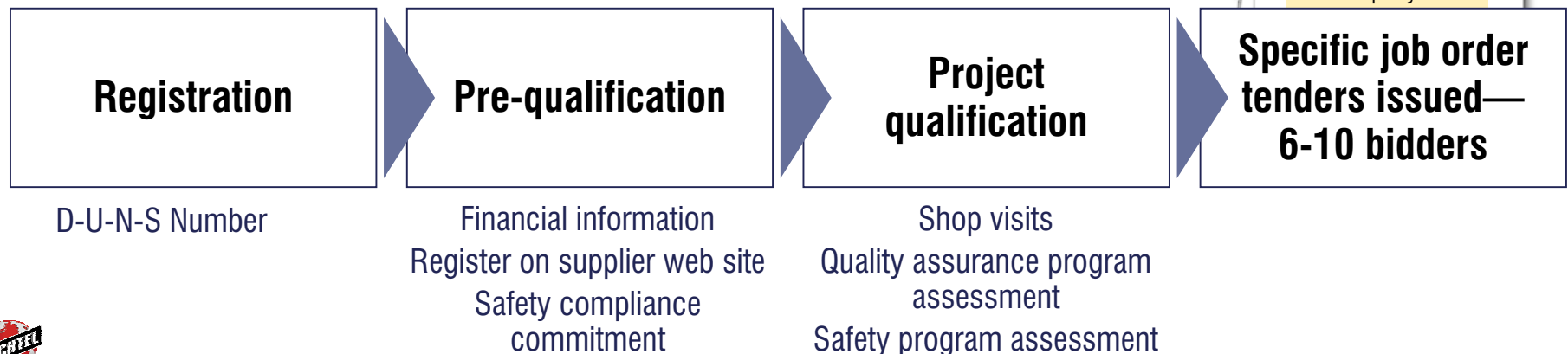
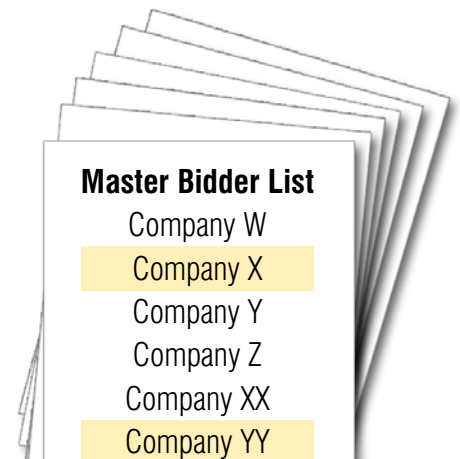
## How can potential bidders apply?

- Register through Bechtel's Supplier Portal at <https://contractor.bechtel.com> for help with the registration process, e-mail: [iraqacqu@bechtel.com](mailto:iraqacqu@bechtel.com).



# Who will receive a tender?

- Bechtel will evaluate a potential bidder's capability to perform a specific scope of work based on the information provided by the interested party, and
- Bechtel will evaluate other information available from third-party sources, e.g., D&B.
- A representative group from the list of qualified firms will be invited to submit offers on specific tenders.
- The number of bidders invited to participate will vary





# How is a subcontractor/supplier selected?

- Offers are evaluated on the basis of criteria clearly set forth in the tender documents, including safety, quality, schedule, and price.
- Only responsive bids and responsible bidders will be considered in the selection process.
- Award may be made without discussions.
- If additional information is required, a short list of bidders may be invited to participate in discussions.
- Unsuccessful bidders will be informed, but formal debriefings will not normally be held.