

Acquisition services facts and processes

Contractor-Supplier Conference

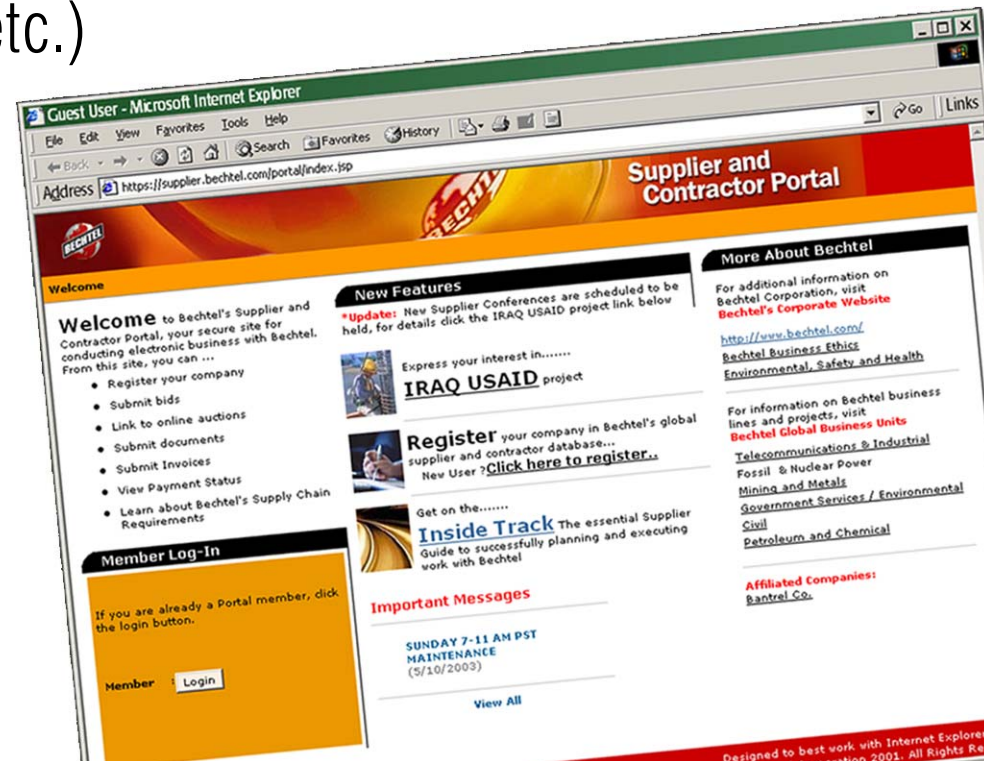
- Participation interest is global
 - Portal data
- Current status—30-day view
 - Commitments
- Standard Bechtel tendering processes applied
 - Registration
 - Dun & Bradstreet
 - Determining qualifications
 - Establishing tendering lists
 - Tender evaluations
 - Subcontracting and purchasing formats
- 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

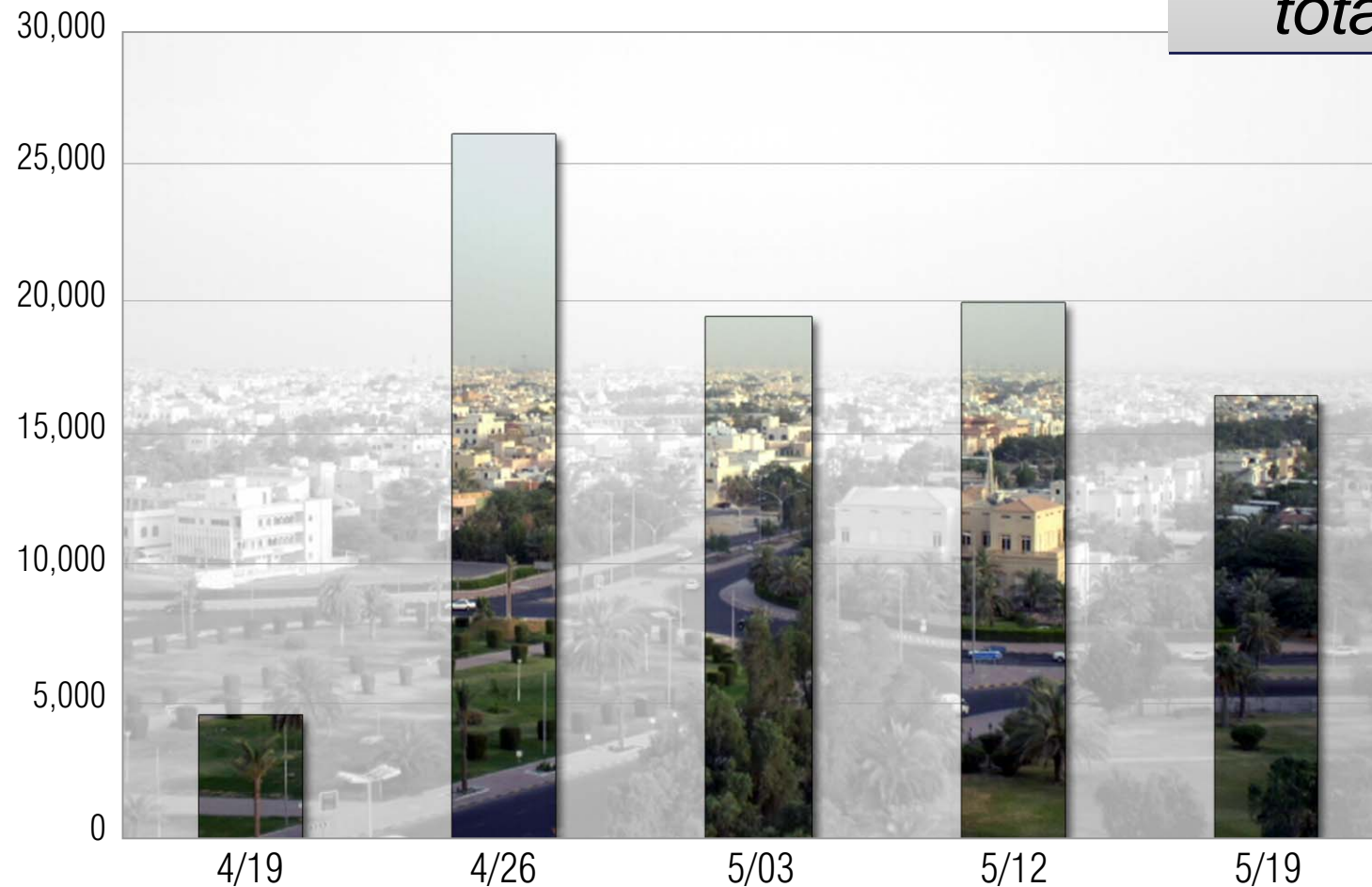
- Allows suppliers and contractors to register with Bechtel, list goods or services they provide, and communicate unique vendor characteristics (qualifications, markets, capacity, etc.)
- Allows companies to self-maintain their data (contacts, addresses, experience, safety, etc.)
- Allows companies to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



Visitors to portal since award

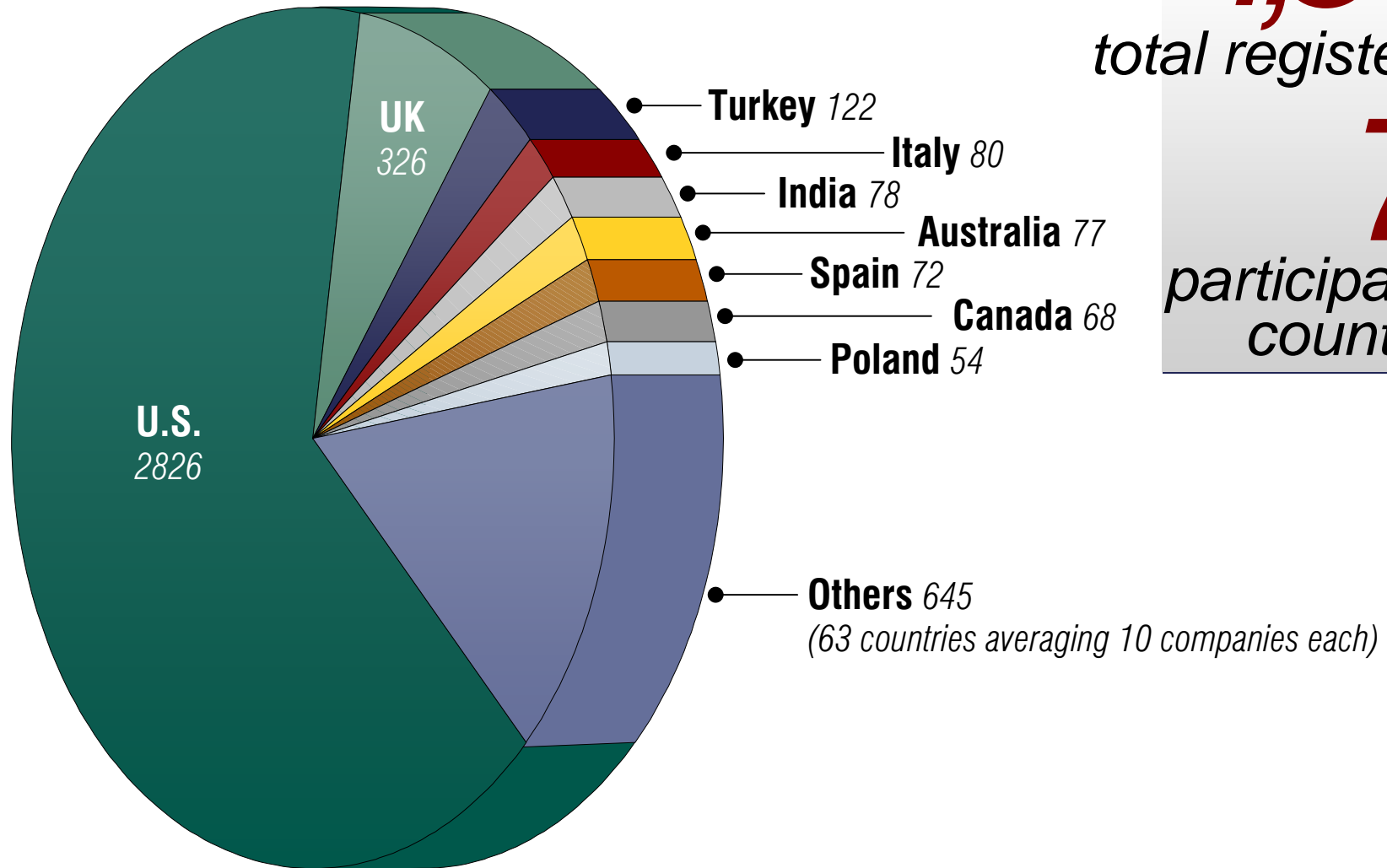
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86,759
total visitors



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

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- 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]

- Bid Bank Guarantee, dated _____.
- Performance Bond Guarantee, dated _____.
- 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 _____.

6. _____, Pricing and Data, dated _____.

_____ of Work and Technical Specifications, dated _____.

_____ gns, 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] _____
act 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?

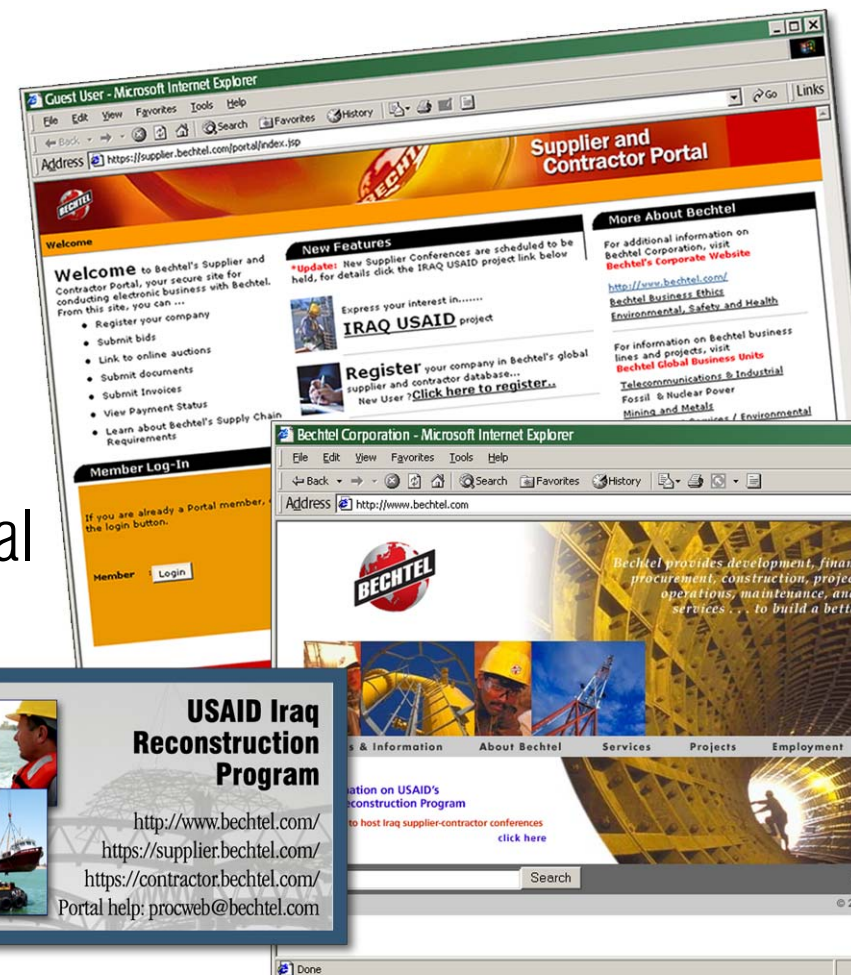
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Participation

- 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.

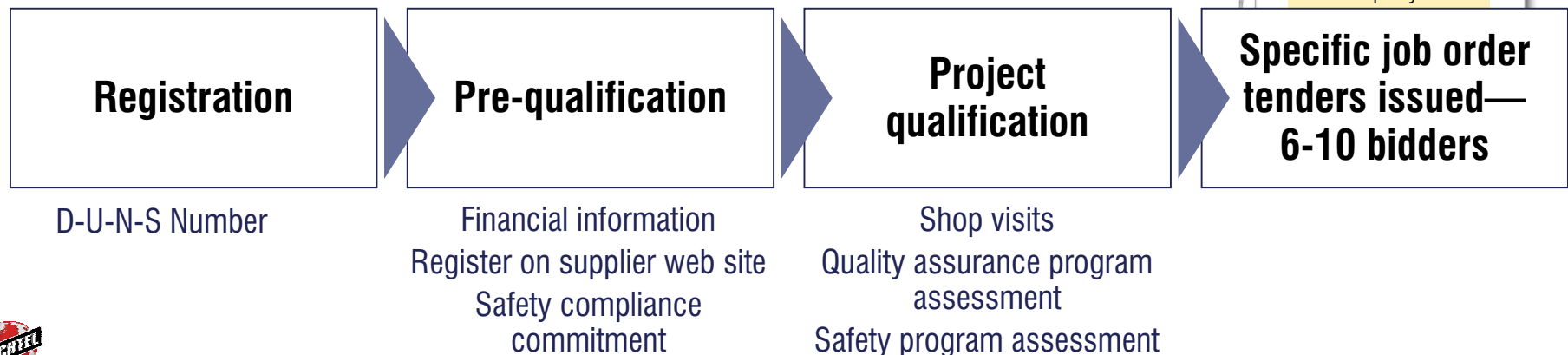
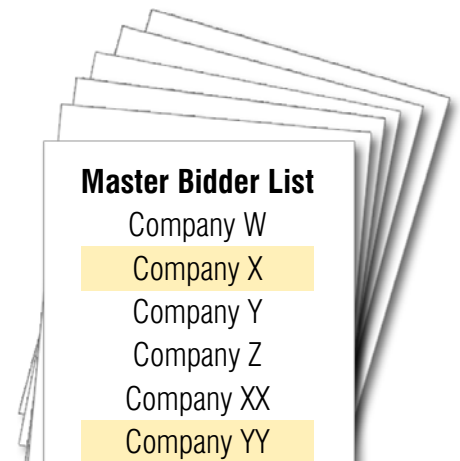
How can potential bidders apply?

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



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?

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- 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.