



## CCO-19-001 QUESTIONS AND ANSWERS

### CONCESSION OF CANAL DE PANAMÁ STORES AND A NON-EXCLUSIVE LICENSE TO USE SOME TRADEMARKS IN THE STORES

1. ¿Which document of the price and technical proposal has to be signed by the legal representative?

ANSWER: All document shall be signed by the legal representative of the tenderer.

2. ¿Which document of the price and technical proposal shall be presented in English?

ANSWER: Price proposal format and other format letters included in the invitation for bids CCO-19-001 shall be presented in English language. Documents issued by any Republic of Panama entity shall be presented in its official language. Other letters and certifications requested in the invitation for bids could be presented in Spanish or English depending on the native language of the issuer. If issuer has a different language (other than English or Spanish), documentation shall be translated by an official translator to Spanish.

3. What audio-visual items shall be presented?

ANSWER: No audio-visual items are solicited on invitation for bids CCO-19-001. It is the tenderer own decision to include audio-visual items in its proposal.

4. What bond format the Authorized Insurer shall use to present in the proposal? In favor of whom shall be issued? And what format shall be used if tenderer is a consortium?

ANSWER: Bond formats are included in Attachments #9 and #10 of the invitation for bids. Bonds should be signed by legal representative, previously authorized. Document shall be issued in favor of the Panama Canal Authority. If tenderer is a consortium, document shall be signed by the authorized person of each member of the consortium.

5. What format do tenderer should use to submit their price proposal?

ANSWER: Format to be used to present price proposal is on page N° 14 (complete page) of the invitation for bids.

6. What scope has the non-exclusive license granted in invitation for bids CCO-19-001?

ANSWER: The scope of the license is to use some trademarks in products to be sold only in the stores mentioned in the invitation for bids CCO-19-001.

7. What number of set of the proposal should be presented signed by the legal representative?

ANSWER: Invitation for bids, page 5, indicates:

1. The Tenderer should submit three (3) sets of the technical proposal, one original and two (2) copies. All sets must be signed in manuscript in ink by the legal representative of the Tenderer or by the person formally and legally authorized by the Tenderer to hold such representation.

8. Tenderer shall demonstrate has financial solvency?

ANSWER: Invitation for bids request the following documentation in order to demonstrate financial solvency:

- a. "Certified copy of two consecutive annual audited financial statements (last two audited statement at the moment of the proposal), attesting Tenderer's annual gross income of no less than US\$ 3 million, in each year audited. Authenticated copy of a certificate of good standing of the Tenderer presenting the Bid and with whom the ACP will celebrate this Contract, issued by the proper government authority. This certificate should express among others, the name of the legal representatives or persons authorized to represent the corporation. If the document is issued in a foreign country, it should be authenticated and legalized by the proper government authority of the foreign country and Panama or thought Apostille when applicable. If Tenderer is a consortium, shall submit information of each consortium member and legal documentation of authorized person to represent company as detailed in consortium constitution document."
- b. "As many bank letters of reference as possible to certify that the Tenderer has cash and/or financial resources and wherewithal required to design, develop, set-up, stock, operate and maintain the Stores, or credit lines of at least mid-six figures."

9. What is the evaluation process of Negotiated bid based on the highest Price?

ANSWER: Please find the Negotiated bid based on the lower (for this case is the highest) price process in Chapter IX, Third and Fourth Sections of the Contracting Regulations of the Panama Canal Authority.

10. What trademarks will be given to VENDOR to exploit under concession CCO-19-001.

ANSWER: In addition on the trademarks listed on Attachment N°1 – Panama Canal Authority (ACP) Registered Trademarks, ACP will provide any other trademarks originated by ACP than can be use in the design of products or on the signage, outfitting of the stores.

11. Can minimum requirements for qualification listed on page be modified?

ANSWER: minimum requirements for qualification cannot be modified.