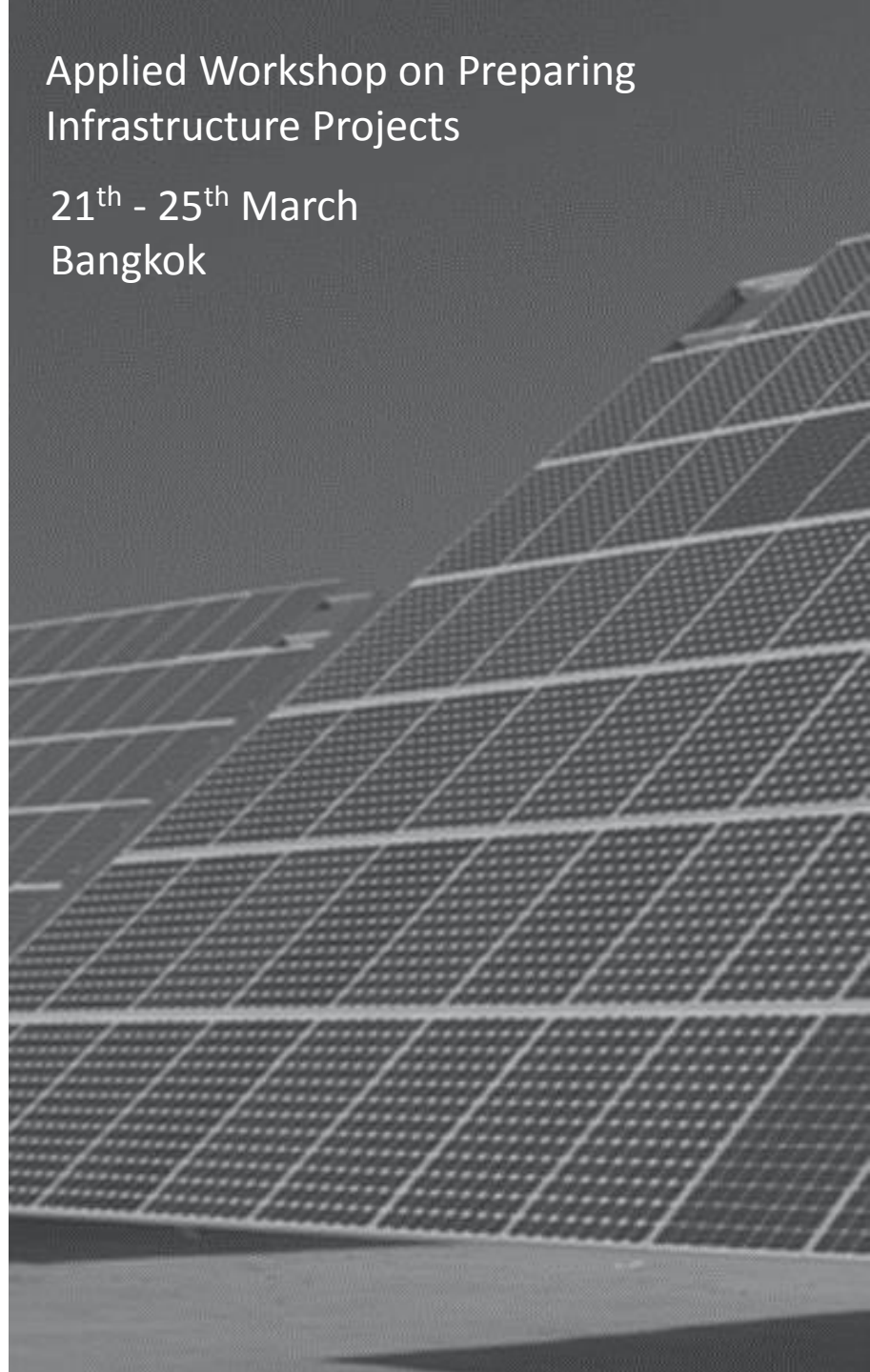




## Applied Workshop on Preparing Infrastructure Projects

21<sup>th</sup> - 25<sup>th</sup> March  
Bangkok

**DAY 5**



# Recap of Day 4



# Bidders Conference – Important Part of Market Building



- “Soft” market testing
  - Early stage, informal, get initial perspectives and gauge interest
- “Hard” market testing
  - Formal market consultations, get feedback on structuring ideas, raise market interest, inform market of the process
- Procurement
  - Tendering stage, following one of several procurement procedures
  - Tendering procedures usually has scope for bidders comments / amendments on rfp / structuring / project contract within competitive conditions
- Formal “Competitive Dialogue” Procedure
  - Specific procurement procedure that involves shaping the project in dialogue with a small selection of pre-qualified firms; generally a complex procedure and only for specific project situations





# Bidders Conference Presentations

- Bidders Conference – before the qualification stage
- Develop sufficient market interest in your project to ensure competitive procurement – more competition = better potential value
- Project Presentation:
  - Raise interest in the project
  - Build your credibility – we are going to do this project properly
  - Convey key project issues / structuring
  - Outline the expected process
  - Handle questions raised by bidders





# Final Project Case Presentations





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